



Open house: some of the 12,000 masons at Earls Court yesterday when they invited the press and guests to celebrate the 275th anniversary of the United Grand Lodge of England. Report, page 20

**INSIDE**

## Rape killer gets life

Andrew Hagens, 26, a man with a history of violent and sexual offences who raped and murdered Anna McGurk, 23, a council clerk, after being released on bail on another rape charge, was jailed for life at Bristol Crown Court.

A jury convicted Hagens of raping his victim at knife-point shortly before he strangled her with a piece of rope near a riverside path in Gloucester last August. Mr Justice Hutchison described the circumstances of the offence as being "truly horrifying". Page 3

## Transplant hope

American surgeons carrying out a 14-hour liver and bowel transplant operation at a Pittsburgh hospital to save the life of Laura Davies, a four-year-old British girl, said the operation was "going well". Page 3

## School truce

Labour has called a truce with grant-maintained schools, though the party will continue to oppose ending out and selective education in principle. Page 10

## Thai choice

Thailand's pro-democracy activists hailed King Bhumibol's appointment of Anand Panyarachun, prime minister until March, to lead the government again. He is planning to dissolve the parliament within months and hold new elections. Page 14

## Grave goods

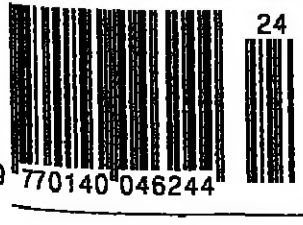
It is said that we can't take it with us, but what if we were each allowed one exception? Times' letter-writers make their selections. Page 17

## Maxwell loan

Kevin Maxwell arranged a \$27.3 million loan from National Westminster Bank two days after his father died last November, using shares now being claimed by the Maxwell pension funds as security. Page 21

## INDEX

Births, marriages, deaths	16
Crossword	20
Letters	17
Obituaries	19
Parliament	10, 11
Sport	32-36
Weather	20
<b>LIFE &amp; TIMES</b>	
Arts	2, 3
Books	4
Concise Crossword	21
Focus: Private health	6, 7
Law Report	20
TV & radio	22



# Europe split haunts Major far from home

By Philip Webster in London and Robin Oakley in Bogota

JOHN Major and his senior ministers acted last night to calm the renewed Conservative turmoil over Europe by issuing strenuous denials that the cabinet is split over the government's response to the Danish referendum.

In a move underlining the government's alarm that internal feuding over Europe is running out of control, the two cabinet ministers most closely identified with support for ditching the Maastricht treaty made plain their backing for Mr Major's policy of eventual ratification.

As Peter Lilley and Michael Portillo, the cabinet's two leading Euro-sceptics, moved to scotch talk of a rift with the prime minister, Mr Major led a concerted cabinet attempt to steady nerves. Speaking in Colombia, which he has been visiting on the way to the Earth summit in Brazil, Mr Major told a press conference

that it was "absolute nonsense" to talk of splits in the cabinet.

Mr Major made plain that his policy had been fully supported in private and public by every member of the cabinet. "There is no cabinet crisis and there is no difference of view whatever among members of the cabinet on the question of our European policy," he made that clear in the House of Commons last week, he said.

"The treaty embodied much that we have long sought in Europe. It was worth achieving and I think it is worth keeping."

Mr Lilley, the social security secretary, took the unusual step of issuing a statement in support of Mr Major's stance. Mr Portillo, the Treasury chief secretary, did not make a statement but he let it be known that he wished to be associated with Mr Lilley's comments.

Throughout the day there

had been regular contact between Downing Street and the prime minister's team. Richard Ryder, the government chief whip, telephoned Mr Major to brief him about the state of backbench opinion. It was assumed at Westminster last night that their conversation had prompted the statements from Mr Portillo and Mr Lilley, although government sources suggested that a newspaper headline claiming his career was on the line had forced Mr Lilley's hand.

The disclosure by *The Times* earlier this week that Mr Lilley and Mr Portillo had attended a meeting of Euro-sceptic ministers angered Tory MPs and ministers, some of whom suggested that their action was a challenge to collective cabinet responsibility. The meeting had concluded that the Maastricht treaty was dead.

As the government bailed to play down talk of ministerial

## Delors loses his temper

FROM TOM WALKER IN STRASBOURG

JACQUES Delors lost his temper in the European parliament yesterday after making a speech offering to make the European Commission more responsive to the peoples of the Community.

M. Delors, president of the Commission, reacted angrily to a Dutch green MEP, who accused him of conspiring with Felipe Gonzalez, the Spanish prime minister, to diminish the powers of small member states. "It is totally false. I protest very strongly," M. Delors shouted at Nel van Dijk. "You must come along with proof and that is how you talk to a bureaucrat and not in any other way."

MEPs voted by 238 to 55 in favour of continuing the Maastricht ratification process and against any renegotiation of the treaty.

In a separate speech on the so-called "Delors 2" budget

## Rio switch

Jacques Delors will attend the Earth summit in Rio, it emerged yesterday. Until yesterday he was adamant that he would not attend and the EC had looked painfully under-represented at the summit. Privately Commission officials say M. Delors has been angered by the decision of Carlo Ripa di Meana, the environment commissioner, not to go to Rio. He feels the Italian put his ambitions before the EC.

proposals, the Commission president said that German and British objections to pumping extra billions of pounds into Brussels at a time of economic recession were short-sighted. He said that if member states keep their EC contributions to an increase of about 1.2 per cent a year, then by 1997 an extra £7.7 billion will have flowed into

Brussels. That would enable the Community to afford the reform of the common agricultural policy as well as a limited "cohesion" fund to help development in poorer member states, but nothing else. "There will be no increase in structural funds and no increase in foreign policy," he told the parliament.

M. Delors wants an annual spending increase of 1.37 per cent. That would give the Community an extra £15.4 billion to play with. Germany and Britain are strongly opposed to the extra spending. To irk the British government further, M. Delors confirmed yesterday that the Commission is examining the annual rebate that Britain is paid by Brussels. The rebate was negotiated by Margaret Thatcher at the height of her anti-Europe days but has come under fire recently from other member states.

Labour sidestep, page 11  
Leon Brittan, page 16  
Diary, page 16  
Letters and  
Leading article, page 17



EC curbs, page 12



## Papers confirm identity of Hess

By Michael Evans

SECRET government papers on Rudolf Hess (above) released by the Public Records Office yesterday confirmed that the man who parachuted into Scotland in 1941 was the real deputy Führer.

Claims that the man was an impostor were given no credence in the first batch of documents made available by the Foreign Office. The official documents included Hess's dental X-rays which showed no evidence of bridgework, one of the areas previously in doubt.

The chief interrogators of Hess also provide convincing evidence in their written testimony of his identity. Lord Simon, then Lord Chancellor, said he was in no doubt that the man was Hess.

Hess flew to Scotland in a Messerschmitt with a peace proposal to end the bloodshed between Germany and Britain. The record of his interrogation by Lord Simon shows that his mission was at his own initiative and did not have Hitler's blessing. Hess complained to Lord Simon that Hitler did not allow him to fly and he had to persuade his friend, Messerschmitt, to lend him an aircraft.

After the war, Hess was sent for trial on war crime charges at Nuremberg and was sentenced to life imprisonment which he served in Spandau prison.

During his last years there he was the only prisoner, guarded by rota by soldiers from the four wartime powers, Britain, the United States, France and Russia.

Labour sidestep, page 11  
Leon Brittan, page 16  
Diary, page 16  
Letters and  
Leading article, page 17

It's now called MAASPLIT.

Personal mission, page 7

## US urged to act on Serbia

FROM MARTIN FLETCHER IN WASHINGTON

THE Bush administration is coming under mounting congressional pressure to organise rapid military intervention to end the war in what used to be Yugoslavia.

Several leading senators, appalled at the bloodshed and fearful that unchecked Serb aggression could spread in an Eastern Europe riven by ethnic rivalries, have called on the White House to abandon its present reliance on sanctions. Richard Lugar, a senior Republican with influence in the White House, yesterday demanded that America obtain United Nations authorisation for military intervention and urged Nato to prepare plans "for a comprehensive use of force as thorough as that formulated for air, sea and ground forces" in the Gulf war.

The Senate foreign relations committee will adopt a resolution this morning that demands much tougher action against Serbia.

Sarajevo relief, page 12

## Paris embassy puts faith in vintage diplomacy

FROM ALAN HAMILTON IN PARIS

THE cordiality of the *entente* was severely tested last night when the Queen, on the second day of her state visit to France, invited President and Mme Mitterrand to a return banquet at the British embassy in Paris, and served them English wine.

Sir Ewen Fergusson, the ambassador, is famed for being the custodian of the finest cellar in the diplomatic service, and is a knowledgeable and lifelong enthusiast. However, he is paid to promote Britain, and accordingly he and a group of his senior staff sent for a dozen assorted English wines, and set about tasting them. Nine they found so unpalatable that to have served them to the president could have undone years of quiet diplomacy.

Three they found moderately ac-

ceptable, and of those they chose the 1989 Chiddington from Kent, which retails in Britain at about £6 a bottle. Hearing of this bold initiative, the French last week sent out spies to acquire some Chiddington, and run it across a few educated palates.

Jean-Paul Kauffman, the editor of the leading wine magazine, *Les Amateurs de Bordeaux*, and a former French hostage in Beirut, was appointed to be the head taster; he emerged less than enthusiastic. He thought that Chiddington was "quite an honourable wine", but was out of balance, its acidity clashing with its sweetness, and had an aggressive finish. "Jolly fair, considering," a spokesman at the embassy said of the assessment yesterday. In the middle of state visits, diplomacy is all.

At M. Mitterrand's Elysée state banquet for the Queen on Tuesday,

he accompanied the *foie gras* with an exquisite Chateau d'Yquem 1981, a rich and full bodied Sauternes which, in contrast to the English who regard it as a dessert wine, the French like to drink with the first course, however rich the fare. The score at the entrance stage therefore appeared to be one-nil to France. But Sir Ewen, a physical giant of a man who loses no opportunity to parade his Scots ancestry, was not to be so easily beaten.

To accompany the Aberdeen Angus beef, Sir Ewen produced a 1964 Chateau Latour. Not only is the vineyard British-owned, the vintage is considered a cut above the 1978 Latour which M. Mitterrand offered the Queen on Tuesday with her *carre d'agneau*. All square at the pudding.

But Sir Ewen was far from done yet. To start the meal, he had offered Scottish farm salmon, the only foreign produce to which the gastro-

nomically chauvinistic French have awarded their coveted *label rouge*, the food equivalent of the *appellation controlee*. The beef, which was served on white Minton plates, was clearly a safer gambit than offering English lamb to counter Tuesday's *agneau*, which appeared on Sevres porcelain.

Sir Ewen scored a final victory on the entertainment front. M. Mitterrand provided a small string orchestra from the Republican Guard; the British countered with a display of Scottish country dancing and a piper. A spokesman admitted that if the United Kingdom broke up, the culturally impoverished English embassies of the future would find it an uphill struggle to entertain dinner guests.

English wine, page 2  
Leading article, page 17

## TODAY IN THE TIMES

### ESCAPISM US STYLE



Dolly Parton's new film revives the Hollywood fairy tales of little people making good in a perfect America. *Life & Times* Page 3

### ESCAPISM GALLIC STYLE



Forget California and surf in USA: France's west coast has perfect surfing beaches. *Life & Times* Page 5

### ESCAPISM CITY STYLE



Executive temps to the rescue: firms in crisis can now turn to managerial Red Adairs. *Life & Times* Page 18

Discover the latest

# WILBUR SMITH ELEPHANT SONG

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See inside book for details



# Ombudsman challenges immunity for barristers

By FRANCES GIBB, LEGAL CORRESPONDENT

THE protection that barristers have against complaints or legal action over their court performance is to be challenged by the Legal Services Ombudsman.

Michael Barnes, who was appointed 18 months ago to scrutinise the way the legal profession handles complaints, said yesterday that the immunity precluded him from investigating the barrister's role as court advocate.

In his first annual report since taking the new post on January 1, 1991, he said the constraint was a "significant one, especially since the lay client's observation of counsel is often almost entirely confined to the court room."

Mr Barnes said yesterday: "As a non-lawyer, the immu-

nity is quite difficult for me to understand. I get the impression that even among lawyers there is debate as to how far this immunity actually stands up, and I would like to explore further with my legal advisers to see what the limits of my jurisdiction actually are." He said he was prepared to contest the boundaries of the jurisdiction, possibly through legal action.

Solicitors were criticised for failing to adhere to new rules requiring them to disclose their charges to clients, for failing to communicate with clients on progress of a case or availability of legal aid, for delay and generally giving a "poor service", and not replying to letters and telephone calls.

"Solicitors' hourly charging rates have now reached levels that for ordinary people are difficult to comprehend. It seems an increasing number of people say they are shocked when they learn the amount the bill has got to. If poor service is coupled with that, the people have got something to complain about," Mr Barnes said. He urged solicitors to give the best information on likely costs, with updates at least every six months.

Mr Barnes received 1,248 complaints in 1991 about the way the profession handled complaints, and he also inherited 672 cases from his predecessor the Lay Observer. The ombudsman has a wider remit, covering the Bar and licensed conveyancers as well as solicitors, and he has tougher sanctions.

Of the new cases, 94 per cent related to solicitors, 5 per cent to barristers and less than 1 per cent to licensed conveyancers. He upheld one third of the complaints, either recommending compensation or reconsideration of the complaint or criticising the way the complaint was handled by the professional body. Compensation awards ranged from £250 to £1,500.

Mr Barnes said the Bar and Solicitors' Complaints Bureau had made reforms. The Bar now gave reasons when rejecting a complaint and showed the complainant the barrister's response. But he would like to see the Bar moving more towards "a complaints handling system rather than a disciplinary system", awarding compensation to aggrieved clients.

Annual report of the Legal Services Ombudsman 1991. Cmnd 36 (Stationery Office, £7.85)

## Pleasure boats feel heat of navy shells

By PETER VICTOR

THE Royal Navy launched an investigation yesterday after three fishing boats carrying day trippers were almost blown out of the water by shelling from a destroyer in the Channel. Live shells landed within 200 yards of one of the boats.

The three vessels - *The Offshore Rebel*, *Channel Chieftain* and *Tiger Lily* - were 18 miles off Weymouth, Dorset, and were taking a party of 30 people to fish near offshore wrecks. Shells landed either side of the *The Offshore Rebel*, which was leading the *Channel Chieftain* and *Tiger Lily* out on the trip around noon on Tuesday.

According to those on board, the shells whistled over the top of the trailing boats and flew into the water a short distance from *The Offshore Rebel*. A catamaran carrying passengers from Weymouth to the Channel Islands had passed where the shells landed five minutes earlier.

Paul Whittall, skipper of *The Offshore Rebel*, said: "Two shells landed in the middle, 200 yards from me. It could have killed us all. It was so close. We were given no warning of firing in the area. I have serious doubts whether they picked us up on radar at all."

Pat Carlin, 34, captain of the *Channel Chieftain*, said anglers on his boat heard something pass overhead followed by an explosion 20 seconds later. "We were steaming along when the shells came screaming overhead. It was just like a war film. It was only by luck they didn't wipe out *The Offshore Rebel*. When the shells landed, they gave off 40ft water spouts. If they'd hit the boat it would have blown it to pieces."

The Royal Navy said yesterday that a report had been ordered from the destroyer, *HMS Southampton*, normally based at Portsmouth, which had been carrying out a live firing exercise nearby. Its commanding officer was Commander John Wotton.

"*HMS Southampton* was firing its 4.5in gun and we have had reports that shells came down near to fishing vessels. A ship's investigation is now under way." The ship had not been firing at any target but had been checking that the gun was working properly. The enquiry will try to establish how the shells came to land where they did.

Under normal procedure, a notice to mariners is issued by the flag officer of the local naval base. This is described by the navy as a matter of courtesy rather than any ban from the area.



Hat tricks: pupils at St Clement Dane's School, Drury Lane, central London, showing off their hat-making skills during a workshop with the English National Ballet's education and community unit yesterday

## Watchdog attacks lost power of local councils

By DOUGLAS BROOM, LOCAL GOVERNMENT CORRESPONDENT

MINISTERS have reduced councils to the role of agents of Whitehall, deprived of the freedom to meet the needs of local people, the head of the Audit Commission, the local government watchdog, said.

Howard Davies, who steps down as controller of the commission next month, said the power and influence of local government was likely to diminish still further. He

blamed "the sorry poll tax episode" for damaging the fiscal foundations of local government and said the balance of power between central and local government was unstable, tipped too far in the government's favour.

Writing in *Municipal Review*, the journal of the Association of Metropolitan Authorities, Mr Davies said that when central government

tried to determine how local services were run the result was inferior services and greater expense.

Mr Davies, who is to be director general of the CBI, said: "Increasingly, councils find themselves in the position of agents, administering government-designed programmes with relatively little discretion to vary their content to suit local circumstances. That process may well have further to go."

"When councils raise, net, only 15 per cent of their own income with the rest determined by Whitehall, and the whole is built on a government-determined spending assessment formula, there is no doubt on which foot the boot is laced."

Mr Davies said there were forces at work which would eventually contain the centralising tendencies of any government, foremost of which was "traditional British hostility to uniformity and imperial rule from London".

Europe offered hope for local democracy, too, through the principle of "subsidiarity" under which decisions are delegated to the lowest appropriate government unit. "In the long run that could mean a shift of power downwards from Whitehall to town hall."

The existing structure of local government was "robust" and most people had confidence in it. Freed from its role as an agent of central government, it could enjoy a renaissance.

## Docklands hitch over estate agents

By RACHEL KELLY, PROPERTY CORRESPONDENT

CANARY Wharf's administrators have been forced to drop their preferred choice of estate agents because the agents are already advising the government on its search for a new site in Docklands.

The environment department, which is looking for a new home for 2,000 civil servants, made it clear to Knight Frank & Rutley that the conflict of interest would be unacceptable. Administrators from the accountants Ernst & Young had offered the job of advising on tenants and buyers jointly to Knight Frank & Rutley and Savills but the agents turned the offer down yesterday.

Michael Soames, a senior partner from Knight Frank & Rutley, said: "Despite the fact

that it was to our financial disadvantage, we decided to stick with our existing client. You have to have some morals in this world." Advising Canary Wharf would have involved work on 4 million sq ft of space compared to the 400,000 sq ft needed by the environment department.

Ernst & Young said last night that the company had not yet found a replacement for the two agents. Whoever is appointed will be expected to devise a marketing strategy for Canary Wharf. The brief will be to find new tenants, keep existing ones happy, and ensure that companies that have promised to move there do so. The agents will also be expected to sell the development as an investment.

## English table wine tickles Mitterrand palate

DUDLEY Quirk, owner of the 65-acre Chiddington vineyard near Edenbridge in Kent, could be forgiven for being a little jumpy this morning should any telephone calls come in from Paris. His Pinot Noir '89 was last night put to the ultimate test: the discriminating nose and taste buds of President Mitterrand, who was served the dry white wine as guest of the Queen at a banquet at the British embassy.

If Mr Quirk was at all nervous, he was disguising it well yesterday. The French president has tasted English wine before, and that too came from Chiddington. Downing Street, with palace approval, chose another of Mr Quirk's white wines to go with the fish at the dinner held by the Queen last summer in London for G7 heads of state and government. "So far as we know Mr Mitterrand didn't spit the stuff out," Mr Quirk said.

Why is he being honoured

British winemakers have turned up their noses at our version of *appellation contrôlée*, writes Michael Hornsby

above other English winemakers? "I think it may be because I make wine in the French style while most English wines are made in the German manner... I keep the wine in French oak barrels, don't bottle it until 10 months after harvest and don't sell it until it is 18 months old. Most of my colleagues bottle and sell within a month."

The Pinot Noir, which won a silver medal at the International Wine and Spirit Competition in London last year, is made from a black grape that is "pressed white" to retain the flavour of the skin, but not its colour. Mr Quirk describes it as "a crisp Burgundy-style wine". Sir Ewen Ferguson, the British ambassador in Paris, personally chose the wine from 12

other English vintages and persuaded doubters at Buckingham Palace that it should be served.

Paradoxically, the Pinot Noir '89, though one of England's best wines, is still classed as "table wine", the bureaucratic euphemism for plonk, in the eyes of the European Community. This is because Britain's Quality Wine Scheme, our own still experimental version of *appellation contrôlée*, which enables home-grown vintages to be sold as quality products, was introduced only last summer. So far only eight wines from five of the 440 registered vineyards in England and Wales have applied for and been granted quality status by the Wine Standards Board.

Mr Quirk did not apply, though his Pinot Noir would

## Inspectors criticise pindown council

Standards of care in Staffordshire's children's homes, which were at the centre of the pindown scandal two years ago, remain unacceptable, government inspectors have concluded. They accused social services managers of failing to act quickly enough to implement recommendations made 18 months ago. More than 100 children in four homes were subjected to harsh discipline which included the solitary confinement of teenagers, sometimes for weeks. After the scandal came to light in 1990, officials from the Health Department's social services inspectorate visited the homes and made recommendations for urgent improvements.

In a statement last night, Staffordshire county council said it had implemented 24 of the 32 recommendations made in the report and there was "substantial progress on all the others." But Tim Yeo, junior health minister, described the report as "very serious". He said: "I do take a grave view when recommendations made have not been followed up. Eighteen months may not be a very long time in the life of a large organisation, but it is a very long time in the life of a child." Ten days ago 140 "pin-down" victims were awarded compensation totalling almost £2 million.

## Floating prison plan

A flat-top barge with four storeys of rooms on top, which housed troops in the Falklands while they built a garrison after hostilities ended, may be used to overcome prison overcrowding in northwest England. Home Office officials have held talks with the Mersey Docks and Harbour Company about a site on the Mersey where the vessel, which would house up to 400 prisoners, could be moored. A Home Office spokesman said the barge was one of several options being examined. Officials have visited New York to see the operation of two "floating detention facilities" which have been used for five years. An increase in the prison population and the effects of repairing Strangeways, Manchester, after it was damaged in riots have contributed to overcrowding.

## GP evidence ends

The trial of Muhammed Saeed, who is accused of being a bogus doctor, came to a halt yesterday when the defence said it would offer no evidence. Saeed, 64, of Bradford, has pleaded not guilty to one charge of obtaining pay by false pretences and three of obtaining property by deception from his local health authority by falsely claiming to be a qualified doctor. During the five-week trial the court had been told that he was a fraud who stole the identity and qualifications of another man and used them to treat thousands of patients at his practice in Manningham, Bradford, for more than 30 years. The jury at Leeds Crown Court is expected to consider its verdict early next week after prosecution and defence speeches and the summing-up from Judge Baker, QC.

## College heads protest

The heads of 18 Oxford colleges have joined protests against plans to redraw parliamentary constituencies in the city. As part of its nationwide review of Westminster constituencies, the boundary commission has proposed redrawing the boundary between the parliamentary divisions of Oxford East and Oxford West and Abingdon. At present the River Cherwell forms the boundary between the two constituencies which were created in 1983 when the single seat of Oxford was divided to reflect the growing population of the suburbs. Since then the population of West Oxfordshire has grown by 10 per cent while some areas in the east of the city have diminished. The commission wants to move the boundary to even the balance.

## Mackay acts on fees

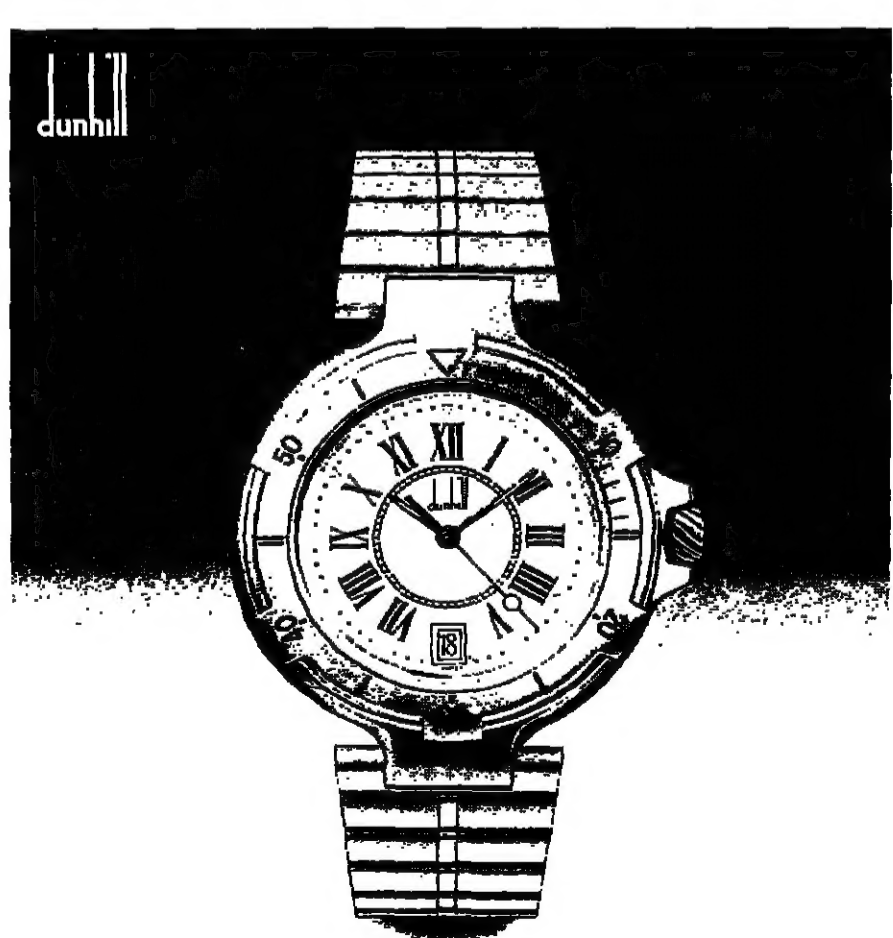
The Lord Chancellor, Lord Mackay of Clashfern, signalled his intention yesterday to press ahead with proposals for fixed fees for legal aid work in magistrates' courts. Immediate criticism from the Law Society greeted the announcement that the management consultants Price Waterhouse are to conduct a survey of criminal legal aid bills. This will provide the basis of the new levels of fixed fees, to replace the present system of payment by hourly rates. The Law Society said it "deplored" the attempt to introduce fixed or standard fees while a royal commission was still considering the issue. Robert Winstanley, chairman of the society's remuneration committee, said the Lord Chancellor clearly remained intransigent and the terms of reference for the consultants were fundamentally flawed.

## £6bn ports roads urged

Six billion pounds worth of new and upgraded road links are needed to improve access to the country's ports, according to a report published yesterday by the British Roads and British Ports federations. Barely a handful of the 100 or so ports in Britain are directly connected to the national motorway network with good quality roads, in spite of more than a 30 per cent real term increase in the road building budget over the past three years, the report said. The report, *Roads To The Ports*, has been timed to exert the maximum influence in the negotiations over next year's public expenditure levels, at the very moment when John MacGregor, the transport secretary, is under increasing pressure from the Treasury to trim his department's multi-billion pound spending plans.

## Publisher wins award

News International, publishers of *The Times*, has won an award for local community initiatives. The Dragon Awards are made each year by Business in the Community, on behalf of the Lord Mayor and the Corporation of the City of London. They were presented last night to five London-based companies at the Lord Mayor's City Banquet at Guildhall. News International won its award for its part in the development of Greenforce, an environmental initiative that works to "green" run-down parts of Knowsley on Merseyside, where the company has a printing plant.



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Quirk: wine put to the ultimate test

certainly have qualified. Like many other English winemakers, he is annoyed at the way it was introduced. The government brought the scheme in because of EC rules stipulating that no new vines can be planted once table wine production in a country exceeds 25,000

Hospitality ban, page 17  
Leading article, page 17



## Rapist who killed while on bail is jailed for life

BY LIN JENKINS

A 26-YEAR-OLD man with a history of violent and sexual offences who raped and murdered a young woman after being released on bail on another rape charge was jailed for life at Bristol Crown Court yesterday.

Andrew Hagans admitted murdering Anna McGurk, 23, a council clerk, near a riverside path in Gloucester last August. A jury convicted him of raping her at knifepoint shortly before he strangled her with a piece of rope.

Mr Justice Hutchison, sentencing him to life for murder and ten years imprisonment for the rape, to run concurrently, said the circumstances of the offences were "truly horrifying".

"When I have to report to the home secretary, I will make it clear that it is apparent to me that you are plainly a danger to women generally. Those who are charged with making the decision as to when, if ever you are released, should bear that fact in mind as you should bear in mind your previous convictions and history," he said.

Mrs McGurk's death, shortly before her first wedding anniversary, has prompted demands from her

family, police, MPs and women's groups for the rules governing the granting of bail to be revised. On August 4 last year, three weeks after being released from a three-year prison term for his 28th conviction, Hagans was arrested and charged with raping a woman in Cheltenham. After a week on remand in jail he was granted bail by magistrates, despite strong opposition from police, who called two officers in evidence and gave details of his criminal history.

Eric Morgan, chairman of the bench, issued a statement saying that the bench had considered the conditions imposed to be sufficient to prevent further offending. Hagans had been ordered to live in a bail hostel and not go near Cheltenham. Sixteen days later he raped and murdered Mrs McGurk.

The judge at an earlier hearing agreed to leave the other rape charge on the file. After the hearing, Mrs McGurk's mother, Kay Potts, said that she would continue her fight to get the rules relating to bail for violent offenders changed. "These magistrates have Anna's blood on their hands. I

know Hagans killed Anna, but they let him do it. It is too late for Anna, but maybe we can stop something like this happening to another woman and her family."

Det Supt Malcolm Hart, who led the murder inquiry, said Hagans was a menace to society, a calculating criminal who progressed from petty crime to planning the rape and murder while on remand as he watched the council workers walk home across waste land.

"He was ogling the women and boasting about what he wanted to do to them. He has an air of arrogance. He's a real bragger. Nobody was safe with him on the streets."

Michael Shersby, MP for Uxbridge and parliamentary adviser to the Police Federation, said the decision by magistrates had been extraordinary. "The magistrates would seem to have known that this was a man with a long history of violent criminal activity. They should have listened to police, who so often have in-depth knowledge of criminals' backgrounds."

Douglas French, the MP for Gloucester, demanded a change to the rules allowing



Life cut short: Andrew Hagans, right, raped and murdered Anna McGurk, 23, after he was released on bail for another rape



magistrates to overturn police objections to the granting of bail in cases involving violence. In this case the decision had been contrary to all common sense, he said. "If they had listened to police, Hagans would not have committed this dreadful crime. The law needs to be urgently changed so that in cases of

murder, manslaughter and rape, magistrates cannot ignore well-informed police advice. In cases such as these, magistrates should not have the power to override police."

A spokesman for the Rape Crisis Centre said that given Hagans' record it was obvious he would re-offend if released on bail. "The whole

issue of bail on serious offences like this must be looked at, and fast," she said. Hagans, of no fixed address, was placed under supervision at the age of 15 after threatening women at knifepoint and indecently assaulting three of them. A year later he was again placed under supervision for three

years for burglary with intent to rape. Other offences followed. A Home Office spokesman said there was no plan to alter the act, but that the system was under constant review. "We are acting to improve the availability of information to magistrates, which will in turn improve

the quality of their decisions." Ray Robinson, chief probation officer for Gloucestershire, denied that his service bore any responsibility for Hagans being granted bail and said that the service shared the widespread sense of tragedy at Mrs McGurk's death.

## Halford tells of 'CID drinky-poops'

POLICE on Merseyside held regular drinks sessions at their headquarters, one of which left high-ranking officers "legless and comatose", the industrial tribunal hearing Alison Halford's claim of sex discrimination was told yesterday.

The force's CID would have "drinky-poops at the drop of a hat", she told the industrial tribunal where she is claiming sex discrimination blocked her way to a series of more senior posts. "It was known as a hard-drinking force," the 52-year-old assistant chief constable told her counsel, Eldred Tabachnik, QC.

After one gathering in the suite of the police authority chairman, the then chief constable, Sir Kenneth Oxford, was led back to his office at 3am, according to an entry in Miss Halford's diary. In another, read to the Manchester hearing by Mr Tabachnik, she told of an "enormous VIP booze-up" following the CID annual inspection where nine bottles of

Scotch were consumed. Mr Tabachnik said the diary identified two of Miss Halford's colleagues as being "legless" after the celebration and spending the night at police headquarters. Another was said to be "comatose".

Asked how often officers drank during working hours, Miss Halford replied: "I could be flippant and say, in my regard, whenever the chief constable pushed the boat out. That would be an honest answer. To be perfectly fair about it, obviously the chief constable had a hospitality cupboard and would offer a drink at the end of a policy meeting. If there was an official lunch he would provide drinks before the commencement. Occasionally, there would be some impromptu drinky-poops in his office."

But Miss Halford denied being drunk in the headquarters after returning from a semi-official visit to Haydock Park races, when she was alleged to have been abusive towards David Howe, a fel-

low assistant chief constable. She said she had drunk some champagne at the racecourse. "I lost everything in sight, backed all the wrong horses and watched Princess Anne gallop past. It was very pleasant."

She said she had "burbled on" about it afterwards in the office of then deputy chief constable Jim Sharples, now chief constable. But she said it was a "wicked verbal" to allege she was drunk.

Mr Tabachnik asked her if any of her senior colleagues were ever told off or reprimanded when they over-indulged? She replied: "Not to my knowledge, no."

Earlier, she told the hearing she was "humiliated" by a ruling from Sir Kenneth that she was not to be given command of the force while he was ill. Despite being the longest-serving assistant chief constable in the force, when he was recovering in hospital and his deputy's post was vacant he had written instructions that all officers of her rank would have equal status.

She said she was told that while Sir Kenneth, now retired, was in hospital in 1988 he had told a nurse "that woman" would not run the force in his absence. Miss Halford said that because of her seniority she had stood in after the deputy chief constable left. But she said the memo from Sir Kenneth was "just another ploy to see as little responsibility as possible was given to me".

Miss Halford said: "I found the whole tone humiliating, gross in its language, although cleverly written, and a very clear indication I was not being valued in any shape or form by the chief constable despite the fact that I was doing my best to keep the force running in the absence of the chief constable and a deputy."

Miss Halford is claiming sex discrimination against Mr Sharples, the regional inspector of constabulary, the home secretary and the Northamptonshire Police Authority. The hearing continues.

## Family say youth in fear was left to die

BY RICHARD FORD HOME CORRESPONDENT

THE family of a teenager who hanged himself at a young offenders' institution last night accused the staff of leaving him to die.

They condemned the treatment given to Johnny Cash who was found hanging after being told he was to be transferred to a prison with members of a gang who had bullied and beaten him.

On the day he died he should have been told he was going to crown court rather than Rochester prison on the following morning, Joe Whitney, the governor, said that was the result of a procedural error and that if Mr Cash had been told, he might not have hanged himself.

Ned Cash, the youth's 29-year-old brother, said: "Why did they not let a doctor examine him? Instead they put him in a strip cell and let him kill himself."

Mr Cash was speaking after a jury at Hammersmith coroner's court returned an open verdict on Mr Cash who was found hanging by a sheet at Feltham Young Offenders Institution, west London.

The jury accepted that Mr Cash, 18, from East Acton, west London, was in a state of fear after being told he was to be moved to Rochester prison. He was to be transferred with inmates who had bullied him after he "grasped" on them for abusing a cellmate.

The jury said: "Mr Cash was in a state of fear produced by the announcement that he was supposed to move to Rochester prison. He was not seen by a doctor that day and we cannot decide between suicide and an accidental verdict. We did not have any evidence about his state of mind at the time of his death."

Dr John Burton, the coroner, said that the jury had agreed its verdict by a majority of ten to nine.

Deborah Coles of Inquest, a prison reform group, said: "Prison officers should have addressed Johnny's fears and anxieties."

## Laura operation 'is going well'

FROM BEN MACINTYRE IN NEW YORK

SURGEONS at Pittsburgh Children's Hospital said last night that the 14 hour liver and bowel transplant operation that could save the life of Laura Davies, the four-year-old British girl flown to the United States earlier this month, was going well.

A spokesman for the hospital said surgeons were made aware of a potential donor late on Tuesday night. "A procurement team was sent to the site of the donor to evaluate whether this was viable for Laura and it was decided to go ahead."

The hospital does not release details of donors and the success of the complex operation may not become clear for several days.

Laura, who was born with a perished bowel and liver failure and requires regular intravenous feeding, was on a waiting list of 15 children waiting for suitable donors and the hospital had said that

she might have had to wait several months.

Hundreds of people sent money to fund the double operation, which has never been performed in Britain. King Fahd of Saudi Arabia gave £150,000 out of a total of £350,000. Laura and her parents, Les and Fran Davies of Eccles, flew to Pittsburgh at the beginning of the month.

The director of the paediatric liver transplant programme at Pittsburgh, Andreas Tsakis, had offered to travel to Britain if Mr and Mrs Davies had decided to have the operation performed at Addenbrooke's Hospital in Cambridge. The US hospital could not say whether Dr Tsakis or an assistant was performing the operation.

Doctors have said that the operation does not guarantee a cure or a normal life. Laura may have to spend up to a year in hospital if it is successful.



Laura Davies: facing another year in hospital

## Islanders rebel against 'hellfire' preacher

BY KERRY GILL

THE normally green and peaceful island of Sanday, northeast of mainland Orkney, has become the centre of mounting fury over the "hellfire and brimstone" preaching manner of its resident Church of Scotland minister.

Discontent, which has bubbled on the island for the past few months, has now boiled over with demands for the minister to be sent elsewhere and the appointment of a church committee to investigate what has been described as his 19th century, evangelical style. Rev Alex Buchan, who arrived on Sanday last year, is said to have condemned the islanders' irreverent behaviour — including wild dancing and drinking — from the pulpit.

Some elders have started their

own rebel services which, despite being in contravention of church regulations, have halved Mr Buchan's congregation. Sanday's once-thriving Sunday school has virtually become defunct. Mothers boycotted the school after some of the more gruesome Old Testament stories struck terror into their children.

With the row threatening to get out of hand, Orkney Presbytery, the area church court, held a meeting on Tuesday night. After taking evidence from the elders and Mr Buchan, the presbytery appointed a superintendent's committee, to report back on Mr Buchan's preaching methods.

Myra Stockton, a teacher and elder involved in organising the rebel services at Sanday's school, told the presbytery: "While his 19th century evangelical style of preaching may be acceptable in some areas, in

Sanday it has proved to be totally unacceptable to the majority of the congregation, which is made up of people from a very wide variety of denominational backgrounds."

She said the Sunday school was attended by 46 children at the start of 1991 but was now no longer operational. "This started with the introduction of American-based evangelical material which concentrated largely on the Old Testament. It was further added to by the minister's inability to relate to children. An example of this was a story given to children in church in which he described men slashing their chests with knives and blood spurting out."

Mr Buchan, she claimed, had criticised the entire community for drinking and dancing. "He almost never shows his face at island social events such as dances because, as he

puts it, 'the noise itself is deafening and the smell is worse,'" she said, adding that he rarely used words such as "love, compassion, understanding, joy and happiness".

Mr Buchan, aged 58, accused the elders of defaming him. They had broken their ordination vows and should be disciplined for holding alternative services, he said. "We have heard about me having a 19th century evangelical style of preaching which consigns everyone to hell and that is just not true." He denied that he had castigated them for drinking and dancing, though he admitted he had complained about some of the festivities on the island on January 1. "You could hardly get to the Cross Church for the beer cans," he said. Mr Buchan planned to appeal to the Church of Scotland's commission of assembly.

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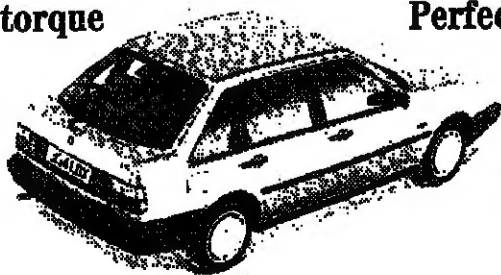


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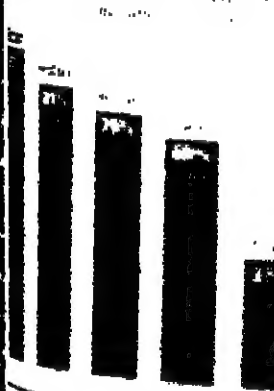
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# Thousands trapped in mental hospitals by money muddle

BY JEREMY LAURANCE, HEALTH SERVICES CORRESPONDENT

THOUSANDS of mentally handicapped people are trapped in long-stay institutions because local authorities cannot get their hands on the money which could release them, a new study says.

The authorities are also being overwhelmed with demands from aging parents who can no longer cope with caring for their mentally handicapped children at home, as places in the mental handicap hospitals have declined. The needs of both parents and children are being ignored.

The study, by Values into Action, a national campaign for people with learning difficulties, says that the government should close all mental handicap hospitals, which house 25,000 people, within

eight years. Arrangements for their closure are marked by "chaos and confusion" and the NHS reforms are making matters worse, the study says.

Although the number of hospital residents has been halved in the past 20 years, there has been no organised transfer of funding. Local authorities have had no extra money to support families caring for mentally handicapped children who would otherwise have been looked after in institutions.

Jean Collins, author of the report, said: "The authorities feel these families are their first priority, so they have nothing left to bring more people out of hospital." The closure rate had now slowed, she said. But the slower the rate, the more has to be spent

on the upkeep of "doomed buildings" until the remaining residents are moved out. In one hospital earmarked for closure, £2.5 million is being spent on refurbishing the kitchens.

NHS managers are reluctant to hand over money to social services departments to provide alternative services in the community. Of the ten areas studied, Ms Collins found only two where managers on both sides were sufficiently committed to making community care work by transferring funds. "Some NHS managers said it was legally impossible to give the social services money but this is not true. The mechanisms are complex and many managers don't know how they work."

Ms Collins said that the emphasis on business viability for NHS trusts had provided a "smokescreen for the reversal of the community care policy". Hospitals which had been expected to close were expanding. "It is difficult for a trust to work towards its own closure," she said.

Tim Yeo, junior minister at the health department, said that significant progress had been made in closing the mental handicap hospitals.



Partners in time: the Spanish tenor Placido Domingo meets the Russian mezzo-soprano Olga Borodina in London yesterday before they appear in *Samson et Dalila* at the Royal Opera House, Covent Garden from Saturday. His performances mark the 21st anniversary of his Covent

Garden debut. Some shows will be relayed by video screen to crowds in the Covent Garden Piazza. Domingo, 52, said it was the excitement of his roles that made him many fans see him as a sex symbol. "It never occurred to me I might be a heart-throb. The tenor voice is dangerous."

## Equality body defends race record

By RICHARD FORD  
HOME CORRESPONDENT

MICHAEL Day, chairman of the Commission for Racial Equality, has defended the commission's own record on employment and race practices in the wake of criticism by black and Asian women employees that it failed to provide them with equal opportunities.

"We must provide a model of good practice as an organisation concerned with equal opportunities and working to promote good relations between different racial groups," he said when introducing the commission's annual report yesterday.

It reported that it has received more than 300 submissions on changes to the Race Relations Act, including 50 from groups, mainly Muslim, who want the law to intervene in the area of religious discrimination.

Almost £500,000 was paid in damages and settlements as a result of race discrimination cases during 1991. The number of people seeking help from the commission during the year rose by 20 per cent to 1,655.

The commission called for the home secretary to be given powers to order ethnic monitoring in companies and in areas such as housing and education, as part of tougher laws to combat racial discrimination.

## Scientists develop the green bottle

By NIGEL HAWKES  
SCIENCE EDITOR

BRITISH consumers anxious to display their green credentials might soon have the chance to dispose of their old plastic bottles by tossing them on the compost heap.

ICI yesterday announced that it has boosted production of its biodegradable plastic, Biopol, to 300 tonnes a year and a British packaging company, HPL, has begun making cosmetic containers from the material.

Biopol is a natural polymer made by the bacterium *Alcaligenes eutrophus*, which creates it as a means of storing carbon and energy in the same way as the human body stores fat. ICI produces the material in its Billingham plant on Teesside by feeding the bacteria in large fermenters with glucose. The bacteria then produces the polymer.

The polymer can then be made into films, fibres or bottles which are durable in normal use but rot when dumped in a properly-managed landfill site or domestic compost heap. David Barstow, general manager of biopolymers at ICI, says that a Biopol film would degrade in ordinary soil in about a week, while a bulkier object like a bottle might take a couple of years.

He expects production to increase to 5,000 tonnes by the mid 1990s.

## Future worries caring parents

FOR 29 years, May Bewsher has bathed, clothed, fed and comforted her daughter Sarah, who was brain damaged at birth. Sarah cannot walk or speak. She is doubly incontinent, epileptic and diabetic. She sleeps sporadically, gnaws at her fingers until they are red and sore and needs regular exercising to keep her lungs clear (Jeremy Laurance writes).

But Mrs Bewsher, who was widowed more than 20 years ago, is now aged 68. She has arthritis and tires easily. "I do worry what will happen to Sarah. I hope I outlive her — then I feel awful thinking about it," she said.

Twenty years ago, Sarah would have gone into institutional care as she approached adulthood. But now, as the mental handicap hospitals have closed, there is no place for her. People moved out of the hospitals under the closure programme of the past two decades were provided for in the community. But those already in the community have got nothing.

The problem has been compounded by a boom in the young adult handicapped. They were born in the sixties, when doctors learnt how to save many babies who earlier would have died. (By the seventies, advanced screening techniques reduced the number born again.)

Now their parents are aging and some have died. There are women in their eighties and nineties who are still getting their children up in the morning," Matthew

Griffiths, head of education and training at Mencap, said. "They go to bed at night not knowing what will happen if they don't wake up."

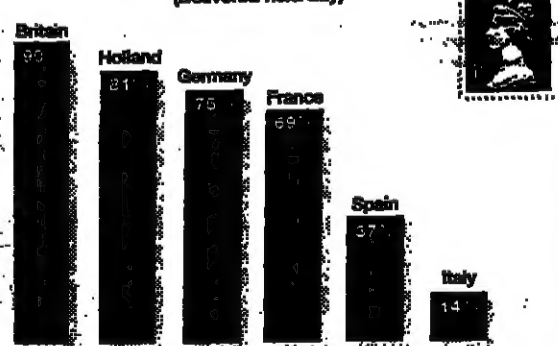
The scale of the problem facing health and local authorities is huge. Some warn that a social catastrophe is looming. In one region alone, North West Thames, over 2,400 mentally handicapped people with an average age of 30 are living at home. Almost half their parents are aged over 60. "We calculate that 50 to 60 sets of parents will die every year so their children will need providing for," Professor Ben Sacks, of the department of mental handicap at Charing Cross Hospital, said.

Cliff and Lena Hawkins share Mrs Bewsher's fear of what will happen when they die. Their daughter Linda, 31, was brain damaged at birth after Mrs Hawkins was left in labour for 48 hours before having an emergency caesarean. Linda babbles constantly, "has abrupt changes of mood, sleeps poorly and can kick or scratch unpredictably." "We get no sleep," Mrs Hawkins said. "She screams and shouts all night and throws things across the room."

The couple's health is suffering. Both in their early fifties, Mrs Hawkins has had breast cancer and her husband suffers from high blood pressure and has had a deep vein thrombosis. "We are thinking seriously about what will happen in the future," he said. "It is disturbing."

### LETTER RELIABILITY

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## Britain's letters are first past the post

BY NICHOLAS WATT

BRITAIN has the quickest postal system of the European Community's six major countries, with 90 per cent of first class letters delivered on time. Italy trails in last place with 14 per cent arriving on time, according to an independent survey published yesterday. Announcing the survey results, Bill Cockburn, Royal Mail's managing director, said: "This confirms our position as the fastest and best value-for-money postal service in the EC."

Britain's nearest competitor in the survey was Holland, with 81 per cent delivered on time. Germany, which charges the equivalent of 34.8p for next-day delivery, compared with Britain's 24p, managed a rate of 75 per cent. Italy's performance was even worse on long distance letters that should arrive overnight, with none delivered on time, compared with 85 per cent in Britain. Royal Mail hopes the results will help entice multinational companies to Britain. "We want to sell Britain strongly as the mail-

ing centre of Europe," he said.

It was a considerable improvement on Royal Mail's performance four years ago, when 74.5 per cent of first-class letters arrived the day after posting. But Mr Cockburn said he was still looking for improvements and Royal Mail would be spending more than £1.6 billion over the next five years.

He unveiled a £1.5 million computerised laser system that will link the Royal Mail with the postal systems of France, Germany and Ireland. Royal Mail sends 217 million letters and packets to the three countries each year and the system, known as Computer Aided Post in Europe, will track mail bags at each stage of their journey.

Mr Cockburn said that Royal Mail had completed its most ambitious computer-system to improve deliveries across Britain. The £11 million scheme — Delivery by Air, Road and Rail Transport — has been installed in every main sorting office and will iron out bottlenecks and delays.

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Unveiled war papers reveal dental records proving that Spandau inmate was Hitler's former deputy

# Records confirm Hess was on personal mission

THE arrival of Rudolf Hess in Scotland on May 10, 1941, was one of the most bizarre incidents of the second world war. Churchill's private secretary said: "There has never been such a fantastic occurrence."

Hess came with a personal mission to make peace between Britain and Germany. His dream was doomed to failure. He believed that there was a genuine opposition to the government which could be stirred up to take his peace proposals seriously, when in fact the politicians and the people were united behind Churchill.

The Hess mission has generated countless books, many of them adding fuel to the conspiracy theories which have flourished largely because the records have remained locked away. The announcement by Douglas Hurd, the foreign secretary, last week that the Hess papers were to be released presented the first opportunity to see whether the remaining mysteries of the affair could be cleared up.

The first batch was released at the Public Records Office yesterday. The rest are to be released over the next few weeks, although one document is being withheld for national security reasons.

So, was the pilot who parachuted from his burning Messerschmitt into a farmer's field near Dungavel, home of the Duke of Hamilton, Rudolf Hess or an impostor? If it was Hess, was his "mission of peace" authorised by Hitler? And was the whole incident a plot by M16 to lure Hess to Britain?

In one of the more celebrated books, Dr Hugh Thomas, a British army surgeon who treated Hess in Spandau where he was held for 40 years until he died, aged 93, in 1987, said that the inmate was not the former deputy Führer. He claimed there was no trace of scarring on the prisoner's chest which would have been expected as Hess received a bullet wound in

Secret documents threw new light yesterday on Hess's flight to Britain, reports Michael Evans

the first world war. Dental records could be the crucial factor. In Hess, a tale of two murders, Dr Thomas said he had been assured by Kathe Heusermann, assistant to Hess's pre-war dentist, that the deputy Führer had no bridgework. Her surgery records disappeared in the 1945 siege of Berlin. Dr Thomas said if the dental x-rays showed bridgework, the man who landed in Scotland and was later jailed for life at Nuremberg was not Hess.

Yesterday's released papers appear to resolve these key problems. Those who interviewed him, especially Lord Simon, the Lord Chancellor, were convinced that he was whom he claimed. There is no doubt recorded in any of the reports and letters, all of which were due to have stayed classified until 2017.

The dental records also reveal no sign of bridgework. So, unless Kathe Heusermann was mistaken about Hess's treatment, prior to 1941, the x-rays would appear to provide conclusive evidence that Hess, the man who parachuted into Scotland and the prisoner of Spandau were one person.

Final judgments on Hess's motives for coming to Britain and the possible involvement of M16 will have to rest until the government releases all the papers, including those of M16. Intelligence records have traditionally been kept from public gaze and yesterday's release of papers made no reference to Sir Stewart Menzies, M16 chief at the time of Hess's flight to Britain, and one of the senior officials known to have been involved in his case.

Hess took off from Augsburg, 800 miles from Britain,

at 3.45pm on May 10, 1941. He was plotted flying over the Northumberland coast and attempts were made to shoot him down. But he was travelling too fast. He landed by parachute at Eaglesham, south of Glasgow, where he was confronted by a startled farmer and arrested by the Home Guard.

Hess, wearing a leather flying jacket, said his name was Captain Alfred Horn of the Luftwaffe and that he had an urgent message for the Duke of Hamilton, Scotland's premier peer, who was a wing commander in the area. The duke was the first of several important people to talk to Hess in the days and weeks that followed. They were to include Lord Simon Ivone Kirkpatrick, a senior Foreign Office official, who had served at the embassy in Berlin and had met Hess, and later Lord Beaverbrook.

The declassified papers serve to confirm the evidence already produced in numerous books. Hess was on a personal mission without the direct authority of Hitler. While he was confined in by Hitler, as an intimate associate, Hess was not a member of the inner circle around the dictator and knew nothing of operational secrets and strategic thinking.

The interrogation by Lord Simon, who introduced himself to Hess as Dr Guthrie, exposed a man who believed that fate dictated he should take it upon himself to forge a peace with Britain to prevent further slaughter.

Many times he was asked whether Hitler had sent him. He denied it on each occasion. This was, he said, "a self-imposed" mission. His failed attempt to change the course of the war and of history turned Hess into a disillusioned and depressed figure. His letters home, also released yesterday, give the impression of a man indulging in sentimental musings about what life would be like once the war was over and he had returned to his family.



Right hand man: Hess with Hitler, but he was not a member of the inner circle

## HITLER'S DEPUTY ESCAPES TO BRITAIN

FLIGHT FROM GERMANY IN A  
MESSERSCHMITT

PARACHUTE LANDING NEAR GLASGOW

BERLIN ON HESS'S "MENTAL  
DISORDER"

It was announced last night from 10, Downing Street that Rudolf Hess, Hitler's Deputy, had flown from Germany to Scotland. He had jumped by parachute and landed near Glasgow, where he is at present in hospital suffering from a broken ankle. He brought with him photographs to prove his identity.

Headline news: how *The Times* reported the Hess incident on May 13, 1941



Mission impossible: an army officer examines the wreckage of Hess's Messerschmitt

## Enter the man who can save Britain

A three-hour interrogation of Hess left the chief inquisitor with the picture of a confused man on a freelance mission

TWO senior British figures, both appearing under false names, were selected for the crucial interrogation of Rudolf Hess after he had arrived in Scotland on May 10, 1941. The interrogation lasted nearly three hours during which time Hess portrayed himself as the man who could save Britain from certain defeat.

Lord Simon, the Lord Chancellor but posing as Dr Guthrie, a psychiatrist, and Ivone Kirkpatrick, a senior Foreign Office official calling himself Dr Mackenzie, supported by a German witness, Herr Maass, an interpreter, Captain Barnes, and a secretary, Lieutenant Reade, questioned Hess on June 9, 1941, between 2.30pm and 5.30pm. Hess is referred to throughout the written account of the interrogation as Jonathan.

Hess did most of the talking, interrupted occasionally by Lord Simon, who wished to clarify certain points. Hess appeared in no hurry to explain why he had dropped out of the sky so unexpectedly.

In a detailed, 16-page handwritten letter, dated the following day, Lord Simon said he had reached "very definite" conclusions about Hess. First of all,

Hess had come on his own initiative. "He had not flown over on the orders, or with the permission or previous knowledge of Hitler," he said.

"It is a venture of his own. If he achieved his purpose and got us to negotiate with a view to the sort of peace Hitler wanted, he would have justified himself and served the Führer well. When he contemplates the failure of his 'mission', he becomes emotionally dejected and fears he has made a fool of himself. I see no reason to infer that he fled from Germany in fear of his life."

Hess kept on asking for a further meeting with the Duke of Hamilton, under the "delusion" that "der Herzog", as he called him, would be the means of getting him in touch with people "of a different view from the 'clique' who are holding Hess prisoner". Hess wanted to see the duke because he had been advised by a mutual friend, Dr Albrecht Haushofer, that he would be amenable to Hess's overtures.

Dr Haushofer had written to the duke on September 23, 1940, from Berlin, offering to meet him in Lisbon. The letter was intercepted and passed to M15 and the duke was asked to go to Lisbon to see what it was all about.

The meeting never took place and the declassified documents show that the duke had no inkling that the invitation to Lisbon had anything to do with Hess. Lord Simon said he was convinced that Hess had made his unauthorised flight to Scotland because his position and authority in Germany had declined, "and that if he could bring off the coup of early peace on Hitler's terms, he would confirm his position as Hitler's chief lieutenant".

Hess provided Lord Simon with an "exhaustive" description in general terms of the pending increase of German military strength and emphasised again and again that German victory was certain.

Eventually, Hess came to "my plan". Peace between

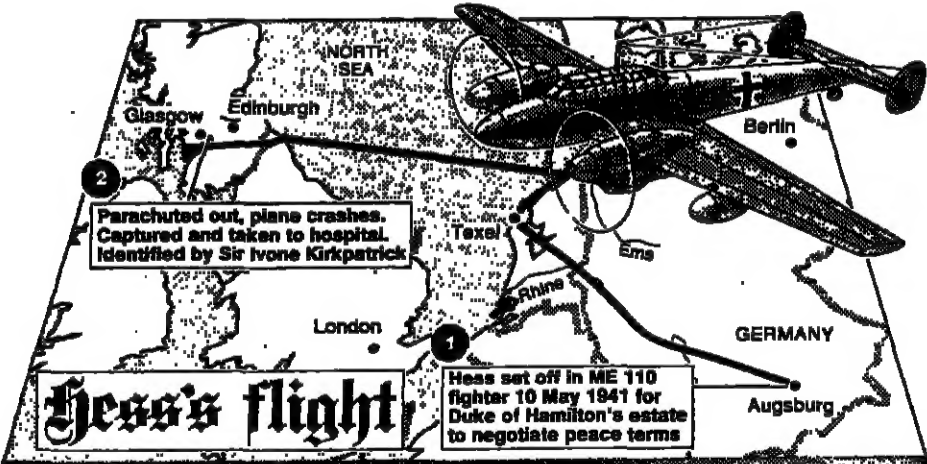
Germany and Britain could be arranged provided there was an agreement that Germany would retain its "sphere of influence" over continental Europe, leaving Britain to control its empire, although ex-German colonies, including Southwest Africa, would have to be returned.

"It is clear to me that Hess's plan is his genuine effort to reproduce Hitler's own mind, as expressed by him in many consultations," Lord Simon said. Hess would never dream of making such proposals on his own, he said.

Hess disclosed that he had been considering a mission to Britain for some time and had made plans to leave Germany on four separate occasions.

Lord Simon drew attention to Hess's mental condition. At the close of the interview, Hess asked to be alone with Lord Simon and "the self-control he had exhibited when others were present was no longer maintained".

He made an extraordinary accusation that he was being poisoned by his British captors. He also claimed that noises were deliberately being made at night to prevent him sleeping.



## Suicide note paid tribute to fuhrer

RUDOLF Hess wrote two suicide notes before he tried to take his own life by throwing himself over the side of an interrogation centre near Aldershot. In two letters, to Hitler and to his family, he made it clear he wanted to die (Michael Evans writes).

To Hitler he wrote: "My last greeting is for you who have made my life meaningful for two decades. You made my life worth living again after the collapse of 1918. For you and for Germany I have been able to be active and serve."

He asked Hitler to accept his thanks "from all my heart" for everything he had given him. "I write these lines in clear recognition of the fact that I have no other way out, as difficult as this end is for me. I commend my relatives, including my old parents, to your charge."

Ending his letter with "heil mein fuhrer" and signing "your loyal Rudolf Hess", he wrote: "I die in the conviction that my last mission, even though it ended in death, will somehow bear fruit."

The letter was dated June 14, 1941. On the same day he wrote to his family, sending his "nice greeting" as "I'm forced to end my life". He said he had no other choice. Even his plan to kill himself failed. He injured his leg but survived the fall the next day.

After that, according to a mass of letters sent to relatives

and friends, all censored by M15, Hess settled down to a way of life which included a daily visit from a doctor.

When he mentioned this in a letter home, M15 blacked it out because it was feared Dr Goebbels, the German propaganda minister, "might tear it from the context and proclaim that he was now in a miserable state of health owing to our treatment of him". That could have led to Hess's repatriation, something the British government wanted to avoid at all costs. There were similar concerns when Hess mentioned in one letter home that he feared he was being poisoned.

Although his letters were mostly harmless ramblings of a man missing his family, he made personal complaints about the way he was being treated in protests to his jailers.

When he landed, his effects, including a camera, photographs of himself and his son and medicines, were seized. He asked for them back but his request was refused. There is no mention in the papers released yesterday of any letter to King George VI, which has been claimed in one book on the Hess affair.

Hess also asked for a piece of his crashed plane as a memento. This, too, was refused. However, his jailers agreed to give him books he requested, including a copy of *Three Men in a Boat*.

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## Judges cannot sway treatment of baby

By FRANCES GIBB, LEGAL CORRESPONDENT

COURTS will not order doctors to carry out treatment against their clinical judgment, Lord Donaldson of Lynton, the Master of the Rolls, said yesterday.

To do so would be "an abuse of power". He was giving the Court of Appeal's reasons for refusing last week to order doctors to put a severely brain-damaged boy on a life support machine if his condition deteriorated.

Delineating the limits beyond which courts will not interfere in the doctor-patient relationship, Lord Donaldson said he could "not conceive of any circumstances" in which such an order would be right. The Master of the Rolls repeated what he had said in a previous case: "No doctor can be required to treat a child, whether by the court in the exercise of its wardship jurisdiction, by the parents, by the child or anyone else."

Lord Donaldson and Lords Justices Balcombe and Leggatt had overturned a High Court order won by the baby's mother that a London health authority must make

available drugs and equipment to prolong his life pending a full court hearing over his future next week.

The 16-month-old boy, referred to only as Baby J, suffered severe injuries in a fall. Cared for by devoted foster parents, he is paralysed, blind, suffers from epilepsy, has to be fed by tube and is totally dependent on others. He has such a poor chance of life that doctors oppose putting him on a ventilator.

Lord Donaldson said a doctor's duty to his patient was to carry out treatment in accordance with his best clinical judgment, even though others not involved might disagree with him. The order granted to the mother by Mr Justice Waite in the High Court was wholly inconsistent with the law, as stated in previous cases. The order also left the health authority uncertain as to what was required of it and did not adequately take into account the fact that authorities faced with too few human and material resources had to make choices as to which patients to

treat. "It has to be borne in mind that artificial ventilation of a young child in an intensive care unit is highly intensive of highly skilled staff," he said.

The judge emphasised the court was not ruling out Baby J being placed on a ventilator. The situation might change and the decision must be taken in the light of existing circumstances, he said.

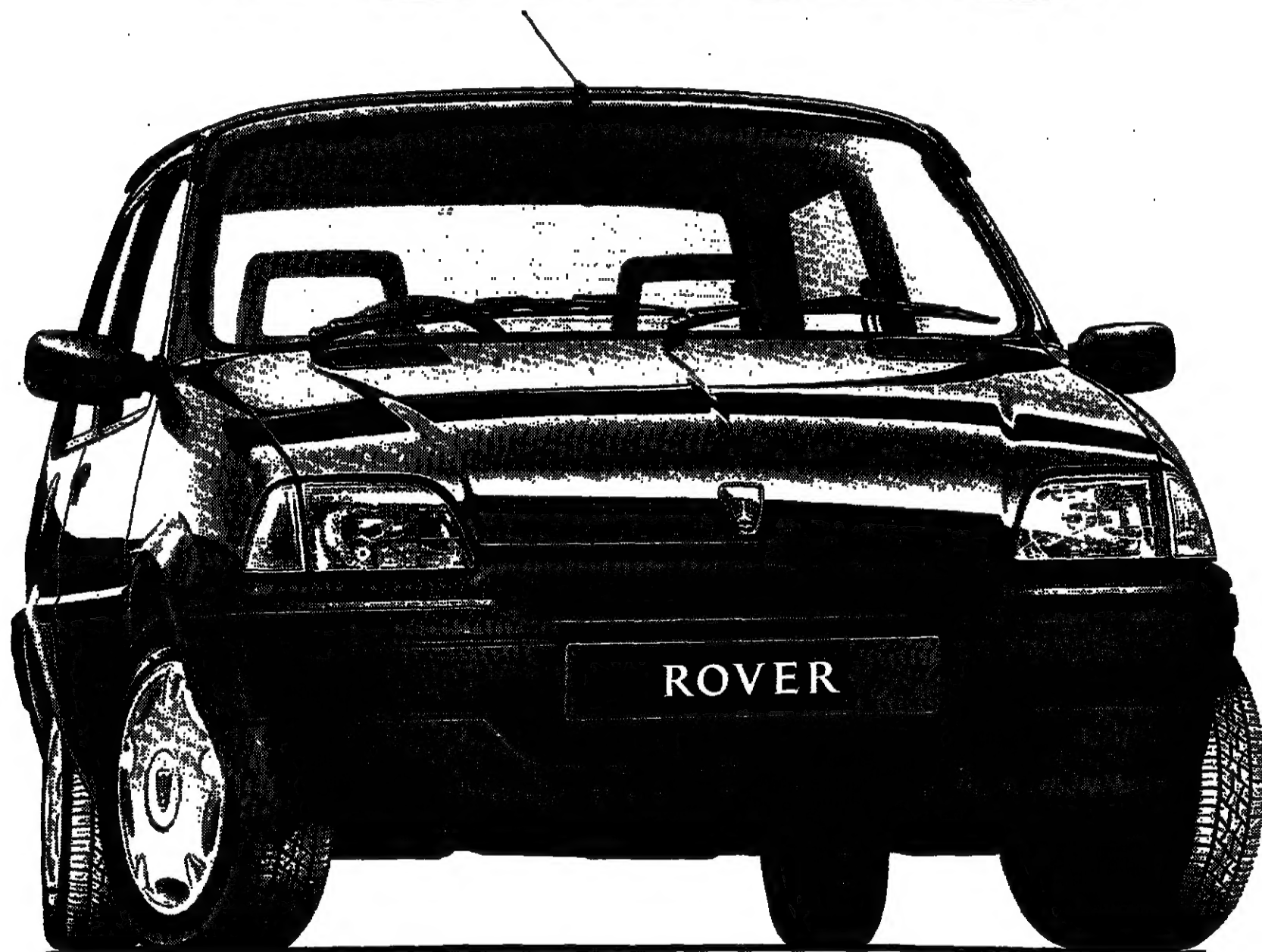
Lord Justice Balcombe pointed out that to order a doctor to treat a child contrary to his or her clinical judgment would place a conscientious doctor in an impossible position — either obey the order or disobey and be accused of contempt of court. "Any judge would be most reluctant to punish the doctor for such contempt, which seems to me a very strong indication that such an order should not be made."

Lord Justice Leggatt said: "The reality is that the court has not given to doctors any right they did not previously have. It has merely declined to deprive them of a power which it is for them alone to exercise."



Past recreated: the Aileach on Loch Moidart on the eve of her voyage. The galley's design is based on medieval Celtic carvings

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## Longboat charts course of history

By KERRY GILL

A REPLICA of a twelfth century Celtic galley sailed from the west coast of Scotland yesterday on a 400-mile voyage to the Faeroes and Shetland, using only sail and oar. It will trace the ancient trading routes of the sea kingdom once ruled by the MacDonal clan.

By reviving the skills of longboat sailing and navigation, the voyage will aid research into Scotland's medieval history and the origins of the Celtic revival in the Hebrides. The design of the Hebridean boat, which has a crew of eight, was based on medieval Celtic carvings found on Harris and in Iona cathedral.

Fittingly, it was built last year by MacDonal Brothers, a wooden boatbuilding yard in Donegal. Named *Aileach*, after a fourth century Celtic princess, the vessel

underwent rigorous testing in coastal waters before being pronounced safe for the open Atlantic.

The Faeroes were occupied by Irish and Scottish monks during the eighth century but were later overrun by Vikings. Vessels similar to the *Aileach* eventually broke the Vikings' sea power and the area returned to Celtic rule in the twelfth century.

No support ship will accompany the *Aileach* and the crew will be at the mercy of the sea once the longboat leaves Stornoway in the Western Isles, although life rafts will be carried. Among the crew on the voyage, which is sponsored by a malt whisky manufacturer, is Andrew Rogers of Glasgow University, who will test the performance and design of the longboat.



The blue tit cheating on its partner

## Blue tits play fast and loose

By NIGEL HAWKES  
SCIENCE EDITOR

THE blue tit's reputation for monogamy is exaggerated. Not only do both sexes engage in affairs behind their partner's backs, but females are apparently able to select the fittest males with whom to conduct these discreet liaisons.

An exhaustive 12-year study in a Belgian wood has shown that males who father more young and live longer enjoy more pestering by footloose females. Males who are smaller survive less well, father fewer young and are more likely to be deserted. A team led by Bert Kempenaers of the University of Antwerp studied a colony of more than 80 blue tits, establishing the parentage of the young through genetic fingerprinting. Blood samples were taken from adults caught temporarily in traps and from 14-day-old nestlings to establish which males were the most successful in fathering young, both with their own mates and with other females.

Reporting the results in *Nature*, Dr Kempenaers says that some males get far more attention from females than others. Females paired with these attractive males do not leave them when they are fertile, while females paired with unattractive males — those who seldom get propositioned by other females — often visit neighbouring males.

Monogamy would appear to be a cover for a much more subtle strategy that is designed to ensure that the fittest survive while the weak die out.

## NEWS IN BRIEF

### Hospital death case remand

A roofer aged 20 was remanded in custody yesterday charged with murdering Graeme Woodhatch in the Royal Free Hospital, Hampstead, last month.

Deith Bridges, of Camden, northwest London, was arrested on Sunday. He did not speak during the 15-minute hearing at Hampstead magistrates' court, northwest London and was remanded in custody for eight days. There was no application for bail.

Mr Woodhatch, 38, a contractor roofer who had been in the hospital for treatment for haemorrhoids, was shot on May 24 as he spoke on the telephone.

### Locos saved

Two steam locomotives taken out of service in Poland have been saved from the scrapyard and sent to the Midland Railway Centre in Ripley, Derbyshire, where volunteers have spent £20,000 restoring them.

### Park protest

BT is to be prosecuted by the North York Moors National Park committee over its removal last month of a green grade two listed telephone box from Fangdale Beck, Bilsdale.

### Crash award

Anthony Gould-Davies, 35, a sound recordist from Reigate, Surrey, won £125,000 High Court damages for the death of his wife and their unborn child in a crash.

### Second wind

South Lakeland planners are supporting an amended wind farm plan with 12 three-bladed turbines on Kirkby Moor, overlooking the Lake District National Park.

### Longest drop

Fifteen Royal Marine commandos from Plymouth are to abseil 1,465ft down the world's highest building, the CN tower in Toronto, on July 1, Canada Day.

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# Clarke urges police to regain public confidence

BY STEWART TENDLER, CRIME CORRESPONDENT

BRITAIN'S law-abiding majority needs reassurance that it can continue to have faith in the police, Kenneth Clarke, the home secretary, told a conference of chief officers yesterday. Police must work harder to regain lost confidence, he said.

There must be no covering up by police and they must accept valid criticism, Mr Clarke told the summer conference of the Association of Chief Police Officers in Eastbourne, East Sussex.

In his second important speech on policing since taking office, Mr Clarke said

officers had to act more professionally whether investigating crime or interviewing irate motorists. The hallmark of a professional was composure, patience and enthusiasm in the face of adversity. Traffic offences, for example, must be dealt with in a way that fitted that type of misdemeanor. "The indignant middle class citizen who behaves badly when stopped for speeding should remain someone who will continue to support the police in every way if he has not been outraged by the way he has been treated."

Mr Clarke said: "My gut feeling is middle England, which supports the police, wants to be reassured. I think the majority of people in this country are solid citizens who need to be assured the police deserve their full confidence."

Mr Clarke said that attempts at better management or improving the quality of police service to the public could not alone restore the damage caused by miscarriages of justice and malpractice. The public had every right to expect those who upheld the law to honour the law and probity was the most important asset a policeman could have.

The chief constables, as police leaders, needed to ensure that justice was enforced with the highest levels of integrity. The police had to accept the fact that it was a lesser evil for a guilty man to go free than for an innocent man to be convicted, especially of a serious crime.

The police had to err on the side of the "civilised assumption" that a genuine benefit of the doubt had to be given to the suspect. Officers must accept that it was normal for suspects to be accompanied by their solicitors. There was no future for the police in continuing to complain about recent legislation on questioning and interviewing suspects.

Mr Clarke had been expected to comment on plans for an enquiry into police pay, conditions and management but he said he would say nothing further.

Commenting on Mr Clarke's views on the treatment of traffic offenders, Peter Joslin, chief constable of Warwickshire and an expert on road traffic policing, said police treated all motorists the same, whatever their social status. The enforcement of traffic laws was not some perverted attempt by the police to persecute motorists but was intended to save lives.

## Yard costs rise 11% in a year

THE cost of policing London has risen by more than 11 per cent in the last year, according to figures released yesterday (Douglas Broom writes).

As part of measures to control costs in the Metropolitan Police, the force compiles an internal "ready reckoner", updated annually, to enable divisional commanders to estimate the cost of operations. The latest edition shows that costs have risen by between 7.5 and 20 per cent, with the biggest increase in the cost of running car fleets.

A police commander costs £387 a day, up from £349 last year, while the cost of employing a chief superintendent rose from £288 to £321. A superintendent costs £299, a chief inspector £252, an inspector £229, a sergeant £192 and a constable £156.

Running a police air support unit with helicopters can cost no more than maintaining one or two motorway patrols, the conference of chief police officers was told.

Ray White, chief constable of Dyfed Powys, said a recent Home Office study showed it would take 12 men 454 hours to search a square mile of land at a cost of £5,500. A helicopter could do the job in 12 minutes for £100.

	1991	1992	% inc
Commander	£349	£387	11.0
Chief Supt	£288	£321	11.5
Inspector	£229	£252	10.0
Sergeant	£192	£229	19.3
Constable	£156	£156	0.0
Police car	35p/m	42p/m	20.0
Police dog	£20.5	£22	7.5

Sources: Metropolitan Police

# Student debt calls the tune at summer balls

Traditional college revels are feeling the pinch but not facing extinction, writes Matthew d'Ancona

ARE the summer revels of Oxford and Cambridge college balls — the fizzing champagne, the white tie and the unforgettable dawn after a night of glittering decadence — facing extinction?

This week Pembroke College, Cambridge, announced the cancellation of its century-old ball, due to be held on Tuesday. The organisers had needed to sell at least 400 tickets to break even, but were forced by the poor response to refund the handful of students who had already paid £143 for a double ticket.

Michael Kuczynski, a fellow of the college, said that the cancellation had been embarrassing. "I had to apologise to everyone who bought tickets," he said.

"There is definitely an economic factor. But also, with mixed colleges people tend to come together and not invite outsiders, which cuts the number of tickets sold by half."

Pembroke's is not the first Cambridge ball to have been struck by dwindling enthusiasm. Last year Sidney Sussex and Downing Colleges had to collaborate to ensure financial viability, while in Oxford the St Hilda's ball made a substantial loss.

Only five Oxford colleges are holding traditional balls this summer, half the number of last year. Yet all is not lost for these glittering rituals



Summer night's dream: students at last year's ball at Magdalen College, Oxford, where the tradition shows no signs of decline

of adolescence. University College, Oxford, has sold all 1,300 tickets for a "Shelley Ball" on June 27 in honour of its poet alumnus.

New College's ball has sold out, in spite of the £165 price

for a double ticket. Charlotte Boyd, treasurer of the ball committee, said: "There has been no intention of a boycott. It's an amazing occasion and, for New College people, it's their ball. They're never

going to get the chance to do this again."

Anthony Smith, president of Magdalen College, Oxford, said that last year's ball had been the most enjoyable evening of his life. "I don't

think the tradition is in decline at all. My feeling is that

balls are playing a different role than in the past. They are not a celebration of the upper class, although of course they use the trappings

of upper classdom. It's a joke at their expense."

To replace such events with "a tea-dance at £10 a head with paste sandwiches", he said, would be to miss the point.

## Ex-nurse denies all charges

BY CRAIG SETON

A FORMER hospital nurse denied murdering four children and attempting to murder 11 other people when she appeared at Nottingham Crown Court yesterday. Beverly Allitt, 23, who worked at the Grantham and Kesteven Hospital in Grantham, Lincolnshire, pleaded not guilty to 26 charges.

Miss Allitt, formerly of Grantham, denied murdering three babies aged between eight weeks and 15 months and a boy aged 11 and attempting to murder or to cause grievous bodily harm to nine other children at the hospital last year. She also denied attempting to murder or to cause grievous bodily harm to a Peterborough boy aged 16 and to a 79-year-old woman staying at a Leicester nursing home.

She was remanded in custody. Her trial is due to start at Leicester Crown Court in January.

# Britain is behind the United Nations on the issue of Third World aid.

## Light years behind.

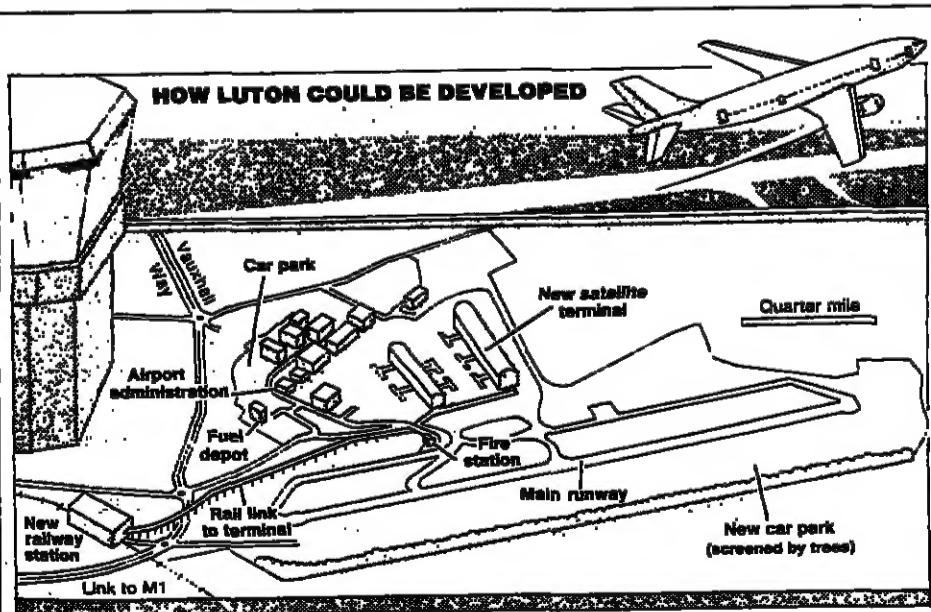
The United Nations has set a target for Third World aid. The industrialised Member countries need to contribute 0.7% of their Gross National Product. In 1990 Britain gave 0.27%; our lowest contribution ever.

John Major has already shown his commitment to tackling Third World poverty and its impact on the environment. His initiative to cancel half the debt owed by 19 of the poorest countries was agreed by Western governments.

Most of the industrialised nations have already set a date to meet the United Nations' target.

It's time for Britain to show its commitment again.

The day can't come soon enough.



## Luton reaches for the sky

BY HARVEY ELLIOTT, AIR CORRESPONDENT

LUTON is emerging as the surprise favourite for development as Britain's next premier airport.

A government-appointed committee, set up to study options for an additional runway in the South-East, believes that environmental objections could rule out any big development at existing airports until well into the next century. They also believe that the expected growth in demand can be met for many years within the existing airports through the use of larger jets and improvements in air traffic control.

Although a few extra aircraft movements could be squeezed into Heathrow, additional capacity will have to be found somewhere by the end of the decade — preferably at an airport which is now under-

used. Political expediency, reduced cost and the run-down of the American military base at Upper Heyford have convinced many on the committee that Luton, long regarded as London's forgotten airport, could grow to almost ten times its existing size and draw short-haul airlines away from Heathrow. Heathrow could then provide more long-haul international services using a new generation of 700-seater aircraft.

The committee has studied plans for the building of a new rail and coach terminal on derelict land owned by Vauxhall Motors where the M1 crosses the main railway line; for an extension to the runway so that it can take the biggest jets; a new taxiway and the redevelopment of the existing terminal area to handle up

to 20 million passengers a year. Local authorities and airlines who are backing the scheme are convinced that private industry would help to fund the development, which could be completed as a fraction of the cost of building a new runway.

If the scheme is approved by the committee, it will be put to government for a final decision by the end of the year and development work could begin in 1997. The committee has ruled out Bournemouth, Southampton and Bristol as sites for a new runway.

The potential development of Luton has been made possible largely because of the run-down of the Upper Heyford USAF base. American jets armed with nuclear weapons needed a 40 mile secure corridor to approach the airfield.

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# Labour makes its peace with opt-out schools

By JOHN O'LEARY, EDUCATION CORRESPONDENT

LABOUR yesterday called a truce with grant maintained schools, although the party will continue to oppose opting out and selective education in principle.

The softer line, contained in an advice note to Labour's National Executive Committee, may lead to a retreat from the policy of returning all grant maintained schools to their local authorities. A review team will make recommendations to a party conference before the next election.

Jack Straw, the party's education spokesman, said: "The landscape is going to be different in four years' time and the rest of education policy is not what's best for the bureaucrats or the system but what is best for the children."

Until a final decision is made, Labour-controlled councils will be urged to drop their hostility towards schools choosing to opt out. Local conferences will be organised to discuss the role of education authorities, but the party will not support the so-called mass opt-outs being considered in some areas. Some councils may also run a referendum of parents.

John Patten, the education secretary, accused Labour of

capitulation. "Within just weeks of the general election, Labour's stance on opting out has gone from vehement opposition to grudging acceptance. Labour has once again moved on to the Conservatives' agenda. It has been persuaded by the arguments of thousands of parents, teachers and school governors who are voting with their feet and taking their schools out of the stranglehold of local education authority control. I now predict that within 12 months the Labour party's capitulation over our education reforms will be complete."

Mr Straw, however, argued that Labour was simply recognising the consequences of its election defeat. "The community of schools is under threat of being broken up, but parents and governors may feel bound to make decisions about what they think is best for their school. Labour must not appear to be placed in a hostile position of opposition to such parents."

The advice note, which was approved by local government leaders, urges education authorities to reduce their role, adopt an even-handed approach to opt-out schools and try to gain con-



Classroom truce: Jack Straw, left, and David Blunkett announcing Labour's new education policy yesterday

tracts to sell them services. Councils should be ready to support opt-out schools where parents and governors see them as the best way forward.

Labour still believes, however, that opting out will lead to a two-tier education system with no improvement in stan-

dards. "Opting out will mean selection by the back door, less parental choice, fewer parental rights," said Mr Straw. "It is an essentially anarchic process, lacking coherence or rigour."

The rethink aimed "to make sure that the Tories

bear full responsibility for what they have unleashed". Mr Straw highlighted Wandsworth, in southwest London, where parents and governors at three schools were considering opting out to retain their comprehensive status in the face of the Con-

servative council's moves to introduce selection.

Bob Balchin, the chairman of the Grant Maintained Schools Foundation, said: "I would be very pleased indeed to think that Jack Straw would be successful in persuading his local government

colleagues to cease their vicious hostility against grant maintained schools, although I'm doubtful that he will be."

The change of policy was criticised by the Socialist Educational Association, which is affiliated to Labour. "This appears to be a sell-out. The policy has been made without proper consultation within the party and we shall be making an official complaint," Graham Lane, the general secretary, said. "You cannot have it both ways, either schools want local education authority support or they opt out."

Don Foster, the Liberal Democrat education spokesman, called for a new partnership between schools and local communities. "All schools should have greater flexibility in relation to the national curriculum and be allowed to control their own financial management," he said. "LEAs should be stripped of many of their current powers but should take on responsibility for strategic planning, quality control and an Acs-style role in disputes between governors and staff."

He said present opt-out arrangements had left the government "like Dr Frankenstein creating a monster over which it has little control".

AROUND THE LOBBY

## Cyclists saved by helmets

Studies by the Transport Research Laboratory show head injuries to cyclists involved in accidents would be sharply reduced if helmets were universally worn.

In a written reply, Kenneth Carlisle, the roads and traffic minister, said that 239 cyclists were killed and 3,939 seriously injured. Of those taken to hospital, 53 per cent had head injuries. Had helmets been worn, about 11 per cent of serious injuries would not have occurred and further 18 per cent would only have been slight.

The government will continue to encourage the wearing of helmets, but has no plans to make them compulsory.

## 130,000 boat people settled

Almost 130,000 Vietnamese boat people have been resettled throughout the world since 1979, according to a written reply from Alastair Goodlad, a Foreign Office minister. The vast majority have gone to the United States and Canada, but more than 14,000 have come to the United Kingdom.

In another reply, Mr Goodlad said that at present there were 54,686 Vietnamese migrants in the camps in Hong Kong.

## Tests fall

The number of applications for driving tests fell in 1990-1 for the third consecutive year. The total number of learners applying for tests was 151,000, 20,000 down on the previous year and 30,000 down on the year before.

## Homes sold

About 51,900 council dwellings were sold last year under the right to buy legislation. Tony Baldry, an environment minister, said in a written reply. Of these, 13,900 were flats.

## Job prospects

For every 100 people who join employment training, 33 are in employment or self-employment three months after leaving. Patrick McLoughlin, employment under-secretary, said.

## Parliament today

Commons (2.30): Questions: Treasury; prime minister. Debate on science and technology. Lords (3): Human Fertilisation and Embryology (Disclosure of Information) bill and Education (Amendment) bill, second readings.

## Tax help for small business

By ROBERT MORGAN

THE government's policy of reducing corporation tax for small businesses has led to a vibrant and vigorous small company sector, Stephen Dorrell, financial secretary to the Treasury, said in a Commons debate yesterday. Since the Tories came to power in 1979, 400,000 businesses had been created and were active, he said.

Speaking as MPs started the lengthy committee stage of the Finance bill, which puts into effect the Budget proposals announced in early March, Mr Dorrell emphasised the importance the government attached to the small business sector.

MPs endorsed a clause in the bill which maintains corporation tax for small companies at the present level whereby the first £250,000 of profit is taxed at 25 per cent.

For Labour, Chris Smith said they had no quarrel with the proposed rate, but ministers failed to understand that the number of people out of work had been rising inexorably over the past two years and government policies had done nothing whatever to assist.

He said ministers should do something to ease the difficulties caused by the uniform business rate, and that there should be measures to deal with the late payment of bills. Judith Chaplin, the new Tory MP for Newbury, making her maiden speech, said that while VAT on bloodstock sales was 17½ per cent in Britain, in France and Ireland it was lower.

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## Losses at Lloyd's put art on market

By Arthur Leathley

HUGE financial losses suffered by Lloyd's names will lead to a flurry of sales of art and treasures, the former chairman of the National Heritage Memorial Fund told peers yesterday.

Lord Charteris of Amisfield said: "So many people who have suffered terrible losses on Lloyd's are going to put their houses and works of art on the market." He called on the government to make more funds available to prevent Britain's finest treasures being exported.

During a debate on exports of works of art, peers welcomed last week's decision by David Mellor, the national heritage secretary, not to list up to 5,000 "moveable" works of art to prevent them being sold abroad. There had been fears that the compilation of the list and the consequent drop in value of treasures would be preceded by a rash of exports.

Lord Charteris said that the memorial fund, which has spent £150 million on buying treasures to stay in the nation's heritage, had "kept the rumpus out of political arena", but he warned peers that it would return to the political arena if funding was not increased.

Lord Annan, the former National Gallery chairman, who introduced the debate, called on the government to use the proposed national lottery to augment the memorial fund.

Viscount Astor, replying for the government, confirmed that money received from the national lottery would be additional to existing funding. He said that "extremes of fashion and fancy" of the art market had led to some inflated prices. Prudent public spending should not try to keep up with such surges.

He said that Mr Mellor was aware of calls for an extra £15 million for purchasing funds and would use expertise gained from his previous posts as arts minister and Treasury chief secretary in the next public expenditure round.

## Shadow cabinet sidesteps party's divisions over EC

By Philip Webster, Chief Political Correspondent

THE Labour leadership yesterday survived a procedural shambles to preserve its fragile unity on the future of the European Community.

At the end of a packed meeting of the Parliamentary Labour Party, MPs declined to take votes on proposals calling for a referendum on the Maastricht treaty and for the party to decide now to oppose any attempt by the government to reintroduce the treaty. Faced with a vote it could by no means have been confident of winning, the shadow cabinet was happy to withdraw its own suggestions for the way the party should proceed.

In so doing it also prevented a vote on Tony Benn's proposal for a referendum. It is unlikely that it would have been carried, but the meeting was said to have shown a surprising degree of support for the idea. The shadow cabinet will now attempt to reconcile the differing viewpoints in the party.

Senior figures believed last night that the party was inexorably moving to a position where it would change tack and vote against the Maastricht bill whenever the government decided to reintroduce it. That was the line suggested by leftwingers led by Dennis Skinner when the Commons debated the bill's second reading last month, and it now appears that the Danish referendum result is bringing the party round to that position.

The PLP was faced with Mr Benn's referendum motion, a shadow cabinet amendment delaying a final decision on the attitude to the treaty legislation return but hinting at opposition, and an amendment tabled by Peter Hain, MP for Neath, committing Labour to opposition.

It became clear that there was support both for Mr Benn's motion and Mr Hain's amendment. There was clearly a danger that supporters of both could have defeated the shadow cabinet amendment which would have been put to the vote first. David Blunkett, the local government spokesman, came to the rescue with a proposal that all the amendments should be sent back to the

shadow cabinet for further discussion. Despite opposition from the referendum supporters this was agreed.

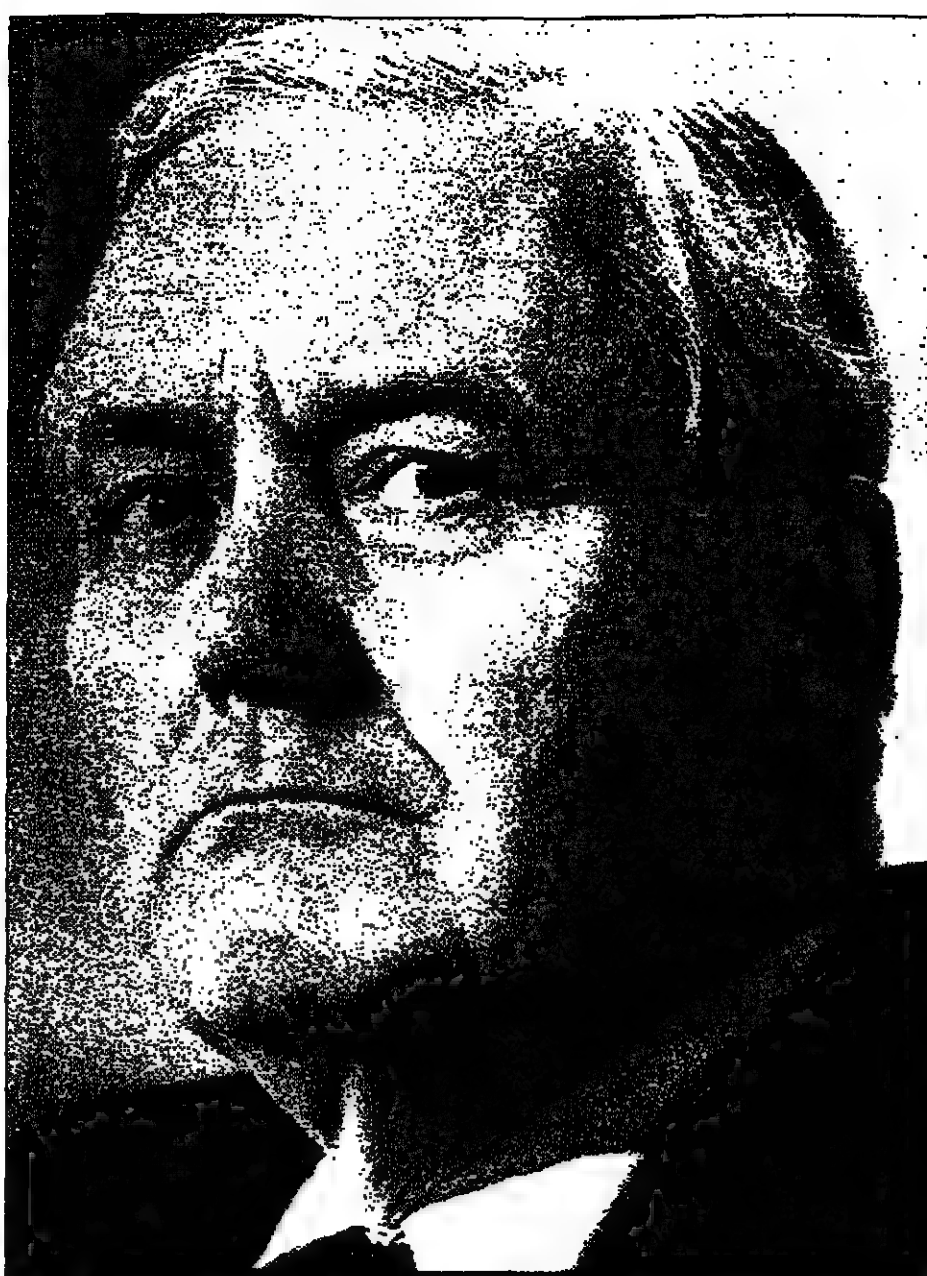
Neil Kinnock appealed to the meeting not to tie the hands of the present and future leaderships. "We must choose our time to take action and refuse to give the government an escape route," he said. Mr Kinnock said the government was facing its six-month presidency of the EC with its party in a shambles over Europe. Labour must show unity.

Mr Benn claimed afterwards a substantial shift in party opinion over a referendum. "Most people in the country would like a referendum and most people are opposed to Maastricht. That view is obviously beginning to reflect itself in the Parliamentary Labour Party."

Gerald Kaufman, the shadow foreign secretary, made it clear there was common ground between the Hain and shadow cabinet amendments which party leaders would now explore. He said Mr Benn had been "repudiated" in his attempt to have a vote. Mr Hain also declared himself satisfied. "There was clearly not a unified position behind a referendum and not a unified position behind the shadow cabinet. The majority probably would have backed my motion."

Mr Kaufman hit back angrily at Mr Benn after the former cabinet minister claimed the shadow cabinet amendment had not been considered by the shadow cabinet but had been drafted by Mr Kaufman. The shadow foreign secretary said the shadow cabinet had given him authority to draft the amendment in consultation with the relevant members of the shadow cabinet.

Domestic split, page 1  
Contrite Delors, page 12  
Sir Leon Brittan, page 16  
Leaving article, page 17



Benn: proposed calling for a referendum on the Maastricht treaty

## MP tests 'open government'

By Sheila Gunn, Political Correspondent

JOHN Major's commitment to "open government" is to be tested by his reaction to a freedom of information bill introduced yesterday by the shadow arts minister, Mark Fisher.

The bill, with cross-party support, mirrors Labour's manifesto commitment to allow public access to official documents, except where national security or personal privacy are at risk, together with a requirement for companies to disclose more information in their accounts.

"The prime minister has

said he wants to blow away some of the cobwebs of secrecy," Mr Fisher said. "But he has given William Waldegrave (Chancellor of the Duchy of Lancaster) the job of doing it in totally the wrong way."

His bill has the support of a small group of Tory backbench MPs as well as organisations campaigning for freedom of information.

Another contentious private member's bill with a chance of becoming law is legislation backed by the Keep Sunday Special cam-

paign to stop supermarkets opening on Sundays.

The bill, introduced by Ray Powell, Labour MP for Ogmore, who was third in the ballot, would allow some small shops, such as florists, corner stores and video hire shops, to open on Sundays, but not supermarkets and retail stores covering more than 1,500 square feet of floor space. The government is still agonising about reforming the discredited Sunday trading laws in the wake of widespread defiance by leading chain stores.

## Bill aims to put controls on press

By Sheila Gunn, Political Correspondent

A GROUP of leading Labour MPs yesterday called for statutory controls on the press in the wake of media reports about the marriage of the Prince and Princess of Wales.

At the same time Peter Bottomley, a vice-chairman of the Tory backbench media committee, cautioned against "a curtain of censorship" or the imposition of an establishment view of good taste.

The Commons gave a first formal reading to the Freedom and Responsibility of the Press bill introduced by Clive Soley, Labour's housing spokesman. The bill requires news to be presented with "due accuracy and impartiality" and gives statutory force to the Press Complaints Commission.

In Mr Soley's absence, Mark Fisher, Labour's arts and broadcasting spokesman, took charge of the bill. It is sponsored by shadow ministers and MPs including Bruce Grocott, Harriet Harman, Chris Smith, Glenda Jackson and Clare Short, and the Liberal Democrat MP Charles Kennedy.

Mr Fisher said: "I do not think anyone feels that self regulation has been a great success. It has been made to look ridiculous in the past few days when the editors say they do not really mind what the Press Complaints Commission says... they are going to do it anyway."

"The legislation would not have affected *The Sunday Times* serialising a book which would be in the public domain and was fairly well sourced. But some of the papers indulged in dubious tactics to keep the stories alive," Mr Fisher said.

The second reading debate has been pencilled in for January 29.

Mr Bottomley tabled two Commons motions yesterday stating that, however wrong, irritating, trivial, inconvenient or sensational the stories, the consequences of legislating to censor the press would be worse.

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# Penitent Eurocrats rediscover the reality of voters' power



Dumas: hopes Danes will rejoin programme

JACQUES Delors' act of contrition before the European parliament yesterday typifies a wider trend among the movers and shakers of the European Community. All of a sudden, commissioners, ambassadors, Eurocrats and ministers have rediscovered common man and woman.

Signs of grassroots resentment had surfaced during last year's semi-secret negotiations which led up to the Maastricht treaty, but they were brushed aside. Until the Danish vote on June 2, common wisdom held that the ratification of the Maastricht treaty would follow the well-established sequence of private bargaining between

Voters in the EC now have new leverage over the Community's leaders.

George Brock writes from Brussels

governments followed by rubber-stamp approval from parliaments or publics.

Now voters have new leverage. French voters were immediately granted a referendum, a huge political risk for a deeply unpopular president and government. The French foreign minister, Roland Dumas, told cabinet members yesterday that he hoped that Denmark will rejoin the Maastricht programme for European union, if possible before the

end of the year. Addressing fellow EC finance ministers this week, Horst Köhler of Germany told them that ordinary people simply did not understand why the EC budget needed to be so big.

Europe's postwar political class, heavily influenced by the European federalism of Christian democracy, is unpopular with disenchanted voters. Throughout last year, staff at the EC commission worried about the opinion poll evidence which suggests

that ordinary Germans are losing interest in the EC. The soundings which governments across the Community will now have to make will shape the federalist response to the trauma of the Danish rejection.

M Delors began trying to fashion a reshaped federalist agenda in his speech yesterday. His signals are significant for the 12 EC leaders need to appoint the president of the next two-year EC commission when they meet in Lisbon in a fortnight's time. In theory, any state can blackmail a candidate.

In practice, M Delors is the only candidate and all but certain of reappoint-

ment. Do the governments which want to brush the Danish vote aside and press on towards even closer integration have the backing to do so? Douglas Hurd, the foreign secretary, evidently thinks they do: he is hoping to frighten his querulous backbenchers into line by painting a picture of Britain again threatened by impoverishing and lonely isolation outside a more tightly knit EC of pro-federal states.

This threat will never entirely disappear but would be singularly hard to bring about. Many French and German officials who enjoy their two governments' intimacy would prefer that Brit-

ain was not trying to turn the EC's leading partnership into a trio. They hear, in John Major's promise to be at the heart of Europe, a threat. People who think like this would be more comfortable in a smaller, cosier Community. But shrinking the EC would reverse a 30-year trend towards opening Europe to new candidates. Weak economies such as Portugal and Greece would have to be dropped along with the querulous Danes. The door would have to be shut in eastern Europe's face.

Taking Denmark out of the plans for a single European currency would slow down monetary union: along

with France and Luxembourg, Denmark is one of a handful of states which currently qualify for the final stage of EMU.

Taking foreign policy decisions within a smaller circle will not automatically make them easier. France will still be suspicious that Germany is trying to create a zone of influence in eastern Europe. Cutting other unfederalist countries out will not make much difference. The most likely outcome of the present mess is a deal which recognises more clearly and effectively than the present treaty that the EC system remains based on national governments.

## Beleaguered Delors offers curbs on EC bureaucracy

FROM TOM WALKER IN STRASBOURG

JACQUES Delors, president of the European Commission, promised the European parliament in Strasbourg yesterday to end "incomprehensible" rule-making by Brussels and to create an EC bureaucratic machine "closer to the people". But there were clear signs that his federalist fervour remains undimmed.

M Delors hinted that some form of declaration on where the European Commission's remit ends and a member state's begins is necessary to pull the Community clear of the Danish quagmire. Yesterday, he was in a sombre and reflective mood. But behind

### 'Yes' expected

An opinion poll in yesterday's *Irish Times* showed 47 per cent of voters in favour of the Maastricht treaty (compared with 57 per cent a month ago), 23 per cent against (11 per cent) and 30 per cent undecided (32 per cent). The poll indicates next week's referendum is likely to be carried by about 2-1.

the apologetic rhetoric, M Delors' federal aims could still be clearly discerned.

He spoke of enlarging the Community and of building up the "social dimension" of the Commission's powers. In an earlier address to the parliament, he defended his plans to expand the EC budget by 30 per cent. "Only together can we leave to future generations a Europe that can stand on its own feet and be prosperous and faithful to its ideals of liberty and solidarity," he said.

But before this grandstand finish, M Delors humbly said that the Commission "fully respected" the Danish no vote, although he seemed ready to clutch at straws. "A recent poll suggesting 80 per cent of Danes still wanted to stay in the EC at least gives us grounds for hope," he said.

The referendum, he added, had taught the Commission that it must be clearer about its aims. "The issue of nat-

ional sovereignty has to be cleared up," he said.

M Delors said that in future there should be a "determined application of the principle of subsidiarity", whereby laws that are best made at national and local level remain well out of the reach of Brussels. While not saying anything about a declaration to be added to the Maastricht treaty that could provide the basis of a second Danish referendum later in the year, M Delors listed areas that should remain the competence of member states: internal security policy; justice; planning; education; culture; health "and its ethical problems".

The last category throws a lifeline to the Irish, who are desperately seeking a way clear of their abortion mud-dle. A no vote in the Irish referendum on June 18 would kill off Maastricht and M Delors is anxious to allow the Irish Republic flexibility on abortion. But the same clause could also land the Commission in difficulties with Britain, which could argue that it legitimises the government's opt-out from the social charter.

M Delors said that the Commission would have to lose its image as a haven for meddling bureaucrats. "We should not ensure our employment by creating laws just for the pleasure of creating laws," he said, adding that the end of the 1993 single market legislative programme would lead to a slowing of edicts from Brussels.

The speech offered few clues as to how exactly the Commission, parliament and council of ministers can make EC rule-making more intelligible, but it helped to defuse a sense of crisis in Strasbourg. Sir Leon Brittan, the EC's competition commissioner, said he felt that some form of declaration on subsidiarity would be the best way towards solving the problem of the Danish vote.

Leon Brittan, page 16  
Leading article, page 17  
Letters, page 17



Driving force: a United Nations convoy leaving Belgrade for Sarajevo, where it arrived last night with humanitarian aid for the 300,000 people besieged there

## Treaty splits right

FROM PHILIP JACOBSON IN PARIS

DIVISIONS within the French conservative opposition over the Maastricht treaty referendum are so deep and bitter that the right's chance of winning the general election next spring could well be affected.

Skilfully outflanked in the European debate by President Mitterrand's strategy of divide and rule, the alliance of the Gaullist RPR party and the centrist UDF group is coming apart at the seams as prominent figures on the right exchange veiled threats and insults.

The sight of Valéry Giscard d'Estaing, the UDF leader, urging ratification of the Maastricht agreement on a platform alongside Elisabeth Guigou, the Socialist government's minister for European affairs, has enraged the Gaullist leadership. "Everyone will suffer because of this," said an aide to Jacques Chirac, the RPR leader, muttering about a plot to deceive the country's voters.

With three months or more to go before the French people are asked to decide about the Maastricht treaty, the skirmishing seems certain to become more destructive, dashing hopes that the right might enter the election behind a single candidate.

● Brussels: On subjects as varied as Mauritanian fish paste and Maltese electric motors, the European Commission's fraud policemen are fighting a losing battle against a new class of criminal born and raised by the Community's horribly intricate financial system: the Euro-embzzler (George Brock writes).

The Commission's annual fraud report shows that the Community spends about £50 million a year to uncover cheating valued at about £100 million, but experts agree that those figures reveal no more than a fraction of the problem. Estimates of the proportion of the EC's annual budget of £44 billion that leaks into unauthorised hands vary between 5 and 10 per cent. Yesterday's report paints a picture of a small group of harassed Eurocrats struggling against a monstrously complicated system, unhelpful national governments and nimble crooks.

## Yeltsin seeks to placate military over reforms

The Russian leader has moved to reassert his authority, writes Mary Dejevsky from Moscow

TWO days before his first anniversary as Russian president and a week before his first formal summit meeting in Washington, Boris Yeltsin moved yesterday to calm fears that he was losing his political authority.

In a speech to the Russian high command in Moscow and a series of media interviews, he stood by Yegor Gaidar, the architect of his economic reforms, and insisted that, although the situation was "not easy", there was no question of the ruin of Russia or the Commonwealth of Independent States.

In all his statements, Mr Yeltsin showed calculated evenhandedness, balancing assurances about his government's commitment to reform against assurances to the top brass and other state employees that their interests and those of Russia, would not be neglected.

For the benefit of Western creditors and his domestic reform lobby, Mr Yeltsin expressed public support for his reform team and insisted that rapid reform had to continue. He left his military audience with the message that "there is no alternative to Gaidar's team" and, in a Russian television interview, rejected speculation that Mr Gaidar would resign after the Washington summit.

In an attempt to allay concern about new appointments to the government from the so-called "industrial lobby",

out in ground-based strategic missiles with multiple warheads, while offering comparatively fewer cuts in sea-based missiles in return. "This would be to our disadvantage," he said.

Mr Yeltsin also announced the appointment of a Russian chief of the general staff and three new deputy defence ministers — all of them military men. The appointments represent a defeat for liberal sections of opinion which had argued for a predominantly civilian defence ministry. The chief of staff is Colonel-General Viktor Dubynin, former commander of Soviet troops in Poland.

In what may be interpreted as a small olive branch to the Baltic states, Mr Yeltsin described disagreements about the timing of troop withdrawals as "mostly a technical problem" and said Russia was open to participation in joint housing programmes to speed the withdrawal if the Baltic states contributed.

In all his pronouncements yesterday, Mr Yeltsin praised the progress in reform made so far, but emphasised the difficulties he had encountered in trying to reform Russia. In a sweeping denunciation of the whole Soviet period, he said that in 70 years "the entire market infrastructure, which had once been well developed, was eliminated and even erased from the memory of several generations."

## UN relief convoy brings hope to besieged Sarajevo

FROM DESSA TREVISAN IN BELGRADE

FORTY-ONE lorries escorted by an armed personnel carrier reached Sarajevo last night in the first stage of the UN operation to try to reopen the airport, which has been under Serbian siege for more than eight weeks.

Heavy fighting was reported during the day between Serb and Bosnian forces near the airport, which the UN wants to open for relief supplies to the 300,000 desperate people trapped in the city.

There was shelling in Sarajevo throughout the day as Bosnian territorial defence forces tried to dislodge Serbs from a strategic hilltop.

Food is running out in Sarajevo, and water has to be boiled, but supplies of cooking gas are also low. "Sarajevo no longer exists. The only thing that exists now is hatred and death," a radio journalist said.

Pressure on Slobodan Milosevic, the Serbian president, intensified as 12 deputies in the ruling Socialist party threatened to split away and form their own social democratic party. But, despite growing pressure from the opposition, intellectuals and trade unions, there was no sign of any concessions from the government. Instead, Mr Milosevic has

counter-attacked on television, accusing his critics of betraying Serbia.

Sanctions, however, are beginning to bite. After the petrol coupons, food, too, is about to be rationed despite the fact that only a week ago Mr Milosevic was assuring the nation that trade embargoes would have little effect. If sanctions continue the Serbs face a prospect of a winter in unheated homes.

The future of the publication of daily newspapers has also come into doubt as newsprint from the only supplier is now running out. Printing of currency is also threatened. A small firm in Slovenia has hitherto supplied the national bank with this paper, but because of an international trade embargo, it has ceased to do so. Most of this money has been printed to finance the war in Croatia and Bosnia, stoking up inflation which now runs at 100% a month.

The opposition, having been weak and disunited for months, has now closed ranks. It has agreed on a provisional government which would secure an orderly transition and prepare for elections and a referendum on the monarchy.

Call to arms, page 1

## Jewish enterprise invests in Odessa revival

FROM BRUCE CLARK IN ODESSA

There probably are people who visit Odessa just to see the London Hotel: its green marble walls, Corinthian columns, stained-glass windows and parquet floors are a study in 19th-century romance.

To complete the picture, Greek shipbrokers and superior Western tourists, history books in hand, lurk amid the huge ported plants and along the endless, winding chandelier-lit corridors. It would be difficult to report that the relatively well-maintained condition of this 150-year-old seafaring inn was merely one indication of some broader revival in the fortunes of a cosmopolitan port that is finally free to

shake off the dreary heritage of Soviet rule. Wonderful, but dishonest. For the fact is that the heavy hand of communism left its imprint on this happy-go-lucky place, and its renaissance will be hard-fought.

Odessa ought to be different from every other former Soviet city: built by French and Italian architects, open to foreign influence through its maritime trading links, and heir to a glorious tradition of Jewish culture and wit. But Soviet rule had a way of making everywhere exactly the same. As in almost every other region of Moscow's former empire, Odessa's old



economy of factories and power stations is dying while political squabbles are paralysing the new economy of joint ventures and renovation projects. Industrial output is down by a quarter on last year's dismal figure. No less than in Moscow, the various tiers of govern-

ment — republic, regional, municipal and district — are locked in battle.

Odessa's rising star is Eduard Gurovitz, of whom an associate says: "He could not possibly have entered local politics until quite recently for three reasons: he has never belonged to the Communist party machine, he is a successful private businessman, and he is Jewish."

Although the Jewish community, which accounted for half Odessa's population before the war, has dwindled through emigration to about 80,000 in a city of 1.2 million, it is, for now, anyway, enjoying unprecedented freedom.

Mr Gurovitz, district council chairman in Odessa's historic centre, has built up a formidable power base. He has hired some of the best lawyers, accountants and even psychologists in town. Yet his plans to renovate, with American help, a magnificent arcade off Deribas, Odessa's main thoroughfare, was overruled at regional level.

As economic discontent deepens, local politics may degenerate into a three-way struggle between Mr Gurovitz, Ukrainian nationalists and Russian nationalists-cum-communists, with the last-named group, at least, appealing openly to anti-Semitism.

Bill Hamilton's latest reports on BBC

TV highlight appalling suffering in

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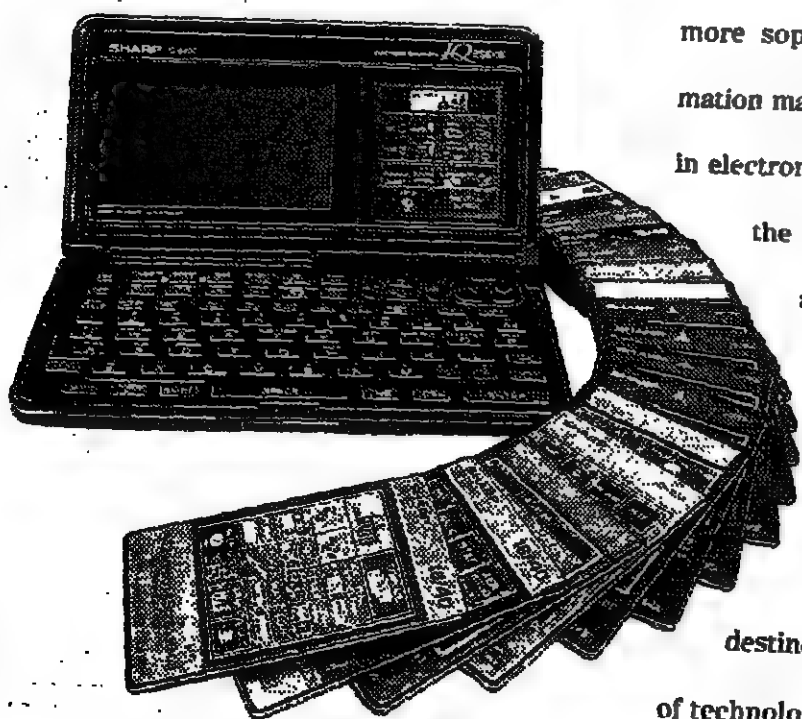


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## SHARP MAKE ORGANIZERS MAKE SENSE.





Bending over backwards: cadets of the Philippines armed forces' academy rehearsing a parade routine in Manila yesterday for tomorrow's independence day celebrations

## Ukraine pit blast kills 46 miners

Moscow: At least 46 miners were killed after an explosion in a mine in southeastern Ukraine and seven were still missing yesterday, Tass reported.

The news agency said that three miners died in hospital yesterday of their injuries and a total of 43 bodies had been brought to the surface by rescue workers. The accident took place on Tuesday in the Sukhodolskaya-Vostochnaya coal mine near the city of Krasnodon as mineworkers were carrying out blasting operations.

Methane exploded in the mine, immediately killing eight workers and triggering a release of carbon monoxide into the mine's ventilation system, apparently suffocating the other workers.

A governmental commission was investigating the cause of the accident, the latest in a series of mine mishaps in Ukraine in the past year that has cost at least 34 lives and has been officially blamed on "habitual negligence". (AFP)

## Italian talks in deadlock

Milan: President Scalfaro's first round of consultations in search of a prime minister-designate to form a new Italian government ended in deadlock after five days of negotiations. The main opposition parties argued that a corruption scandal involving the Socialists in Milan made the candidature of Bettino Craxi unacceptable.

## Havel to stand

Prague: President Havel of Czechoslovakia announced he would seek a third mandate, as Vladimir Mecciar, the Slovak nationalist leader, turned down his invitation for talks on the country's future. A three-fifths majority of parliament is needed for victory in the first round of the July 3 presidential election. (AFP)

## Poll date set

Bucharest: Romania's political leaders agreed to hold a general election on September 27, ending months of bickering over the polling date. But they failed after three hours of talks to agree whether presidential polls should be held at the same time as the parliamentary elections. (Reuters)

## Cairo arrests

Cairo: Security forces arrested about 200 people and placed a guard on prominent intellectuals after the murder on Monday of Farag Foda, the secularist writer known for criticising Muslim fundamentalism. (Reuters)

## UN defied

Phnom Penh: The Khmer Rouge told the United Nations it will not put its guerrillas under UN peacekeepers' supervision in readiness for disarmament. Yasushi Akashi, head of the UN mission in Cambodia, said. (Reuters)

## Suharto wins

Jakarta: Indonesians gave an overwhelming mandate to President Suharto's Golkar party in the general election, with more than two-thirds of the vote, although there were opposition charges of vote-rigging. (Reuters)

## Fatal party

Kabul: Four people were killed and 82 injured when Afghan guerrillas fired into the air and set off explosions to celebrate the Muslim festival of Corban. Many of the injuries were caused by falling bullets. (Reuters)

## Thai king appoints former premier

BY NEIL KELLY IN BANGKOK AND DAVID WATTS IN LONDON

KING Bhumibol of Thailand last night appointed Anand Panyarachun, who was prime minister until March, to lead the government again. His choice will be much favoured by democracy activists.

Describing himself as a temporary prime minister, Mr Anand said he would dissolve parliament within a few months, hoping that new elections would produce a government truly representative of the people. Meanwhile he would appoint only neutral non-political people to his cabinet.

The resurrection of Mr Anand's political persona appeared to be a direct response to the middle class and commercial sectors of the country who played a central role in the anti-government protests, and who have been suffering badly since the massacre of demonstrators last month. The collapsing economy has also had a dire effect on the financial holdings of the royal house, which owns virtually half the land in Bangkok as

well as large interests in one of the country's largest banks and in Siam Cement, one of its biggest enterprises.

Mr Anand's appointment, however, ran counter to the wishes of the military and, only minutes before the announcement, food was being laid out for a party in celebration of the naming of an air officer to the post. Somboon Rahong, who is closely linked to the disgraced military prime minister, Suchinda Kraprayoon, had earlier told reporters that he had been named prime minister in a call from the royal palace.

The king's intervention appeared to hold the line against the military, but in an ominous development a senior army officer announced the revival of the Red Gaur, a right-wing vigilante group known for lynching university students during the unrest of the 1970s. Wearing reflective sunglasses and satin-finish jackets with slogans such as "The Righteous Ones" and "Terminate wrongdoers",

members of the Red Gaur held a press conference in Bangkok yesterday.

The decision to appoint Mr Anand underlines the magnitude of the problems which have been paralysing Thailand as a result of the army's brutal repression of anti-government demonstrations last month, in which hundreds are believed to have died. Because he is so widely accepted, the appointment of Mr Anand, educated at Dulwich College and Cambridge, brings at least temporary relief to the political pressure cooker that the Thai capital has been for the past two months.

Though Mr Anand is once again an appointed prime minister, earlier in the day parliament approved constitutional changes which stipulate that the office must be held by an elected MP, further reducing the influence of the military on politics. Mr Anand has never run for parliament but his position as prime minister will remain legal until the amended constitution is formally gazetted.

How the military will respond to his appointment remains unclear but the popular feeling against them is strong: a BBC seminar was told yesterday that in one Bangkok residential complex residents have signed a petition calling on the single senior military resident to find alternative accommodation.

The king's move would appear to go a long way to restoring the image of a monarch who had suffered badly for his failure to act quickly after the massacre and for his even-handed, conciliatory approach to General Suchinda after the scale of the killing became known.

Mr Anand's caretaker government, which held office for 13 months after the military coup last year, was one of the most popular and effective in Thai history. He liberalised economic and fiscal policies to an unprecedented degree and raised government efficiency. He also made a beginning in curbing corruption within the government and civil service. He was appointed to office by the military leaders but during his tenure frequently angered them by his resistance to their demands.



Moi: visit has added to de Klerk's standing

## Moi ends 21-year Pretoria boycott

FROM MICHAEL HAMLYN IN JOHANNESBURG

THE first African head of state to visit South Africa for 21 years, President Moi of Kenya, left Cape Town for the Rio summit yesterday having dropped in on President de Klerk on his way. The visit marked another advance for South Africa's diplomatic offensive.

Mr de Klerk is keen to maximise international support and his campaign has two distinct, though related, aims: to gain foreign investment and to increase international pressure on the African National Congress to encourage it to water down its constitutional demands.

When he returned from his eight-day trip to Russia and the Far East on Monday, he made a point of saying that the threatened mass action by the ANC and its allies would damage the prospect of future investment here.

While President Moi was in Cape Town, Denis Norman, the transport minister of neighbouring Zimbabwe, was in Pretoria to sign an agreement on drought relief north of the Limpopo. It is the first accord signed between the two countries since Zimbabwe's independence, but President Mugabe of Zimbabwe, who is on a visit to Cuba, said: "It doesn't mean that President de Klerk can visit Zimbabwe, nor does it mean that President Mugabe will go to South Africa." All the same, it is further recognition of the diplomatic efforts of South Africa's economic power.

## Thousands of Lebanese flee in invasion scare

FROM ALI JABER IN BEIRUT

ISRAELI mock air raids, flares and constant bombardment kept the residents of south Lebanon huddled in underground shelters all night and all day yesterday and caused thousands to flee the region fearing that the Israelis might invade.

Fears of an invasion were fuelled by a warning received by Palestinian guerrillas in south Lebanon refugee camps of an imminent Israeli incursion towards the port city of Sidon, 22 miles south of Beirut. The warning was sent by the Palestine Liberation Organisation headquarters in Tunis to its cadres in Lebanon. It ordered full mobilisation in the camps and claimed that the aim of the invasion would be to crush the remaining power of the PLO and the fundamentalist fighters loyal to Iran.

Lebanese security officials reported that Israeli helicopter gunships opened fire on a group of guerrillas trying to infiltrate Israel's security zone in south Lebanon soon after dawn yesterday. The guerrillas ambushed a joint patrol of Israeli soldiers and militia-men of Israel's client militia, the South Lebanon Army, near Nabatieh. 29 miles south of Beirut.

A battle involving rocket-propelled grenades and machineguns started, wounding two of the guerrillas and five South Lebanon Army members. A statement by the Palestinian group, the Democratic Front for the Liberation of Palestine, headed by Nayef Hawatmeh, claimed responsibility for the attack but said none of its fighters was hurt.

At midday yesterday, another guerrilla group, this time belonging to the Islamic Resistance Movement, attacked a joint Israeli and South Lebanon Army position 36 miles southeast of Beirut. The police said that six South Lebanon Army militiamen were wounded and an armoured personnel carrier was destroyed.

After the attack, Israeli gunners pounded the villages of Jarjou, Jebaa, Ain Bouwar and Mikh with heavy artillery fire, causing casualties and damage. The villages in the area are strongholds of the Muslim fundamentalist group, Hezbollah.

● Nicosia: The Iranians hanged four men yesterday

accused of involvement in economic riots that swept the eastern city of Mashhad two weeks ago and said other "loafers and vultures would be plucked out like weeds" and discarded (Michael Theodorou writes).

An unspecified number of others would be jailed or flogged, Tehran radio said. Western diplomats said 300 people had been arrested in Mashhad, but the Iraq-based opposition Mujahidin Khalq claimed that 3,000 of its sympathisers had been rounded up there.

The Iranian authorities had promised harsh and swift justice by the no-jury Islamic courts as a deterrent in the wake of the worst riots in a decade. They broke out on May 30 when shanty town residents beat up government workers who tried to destroy their shacks. The troubles were discussed with unprecedented openness in the Iranian media, where some commentators blamed the country's increasing economic difficulties.

But the Iranian authorities have been at pains to divert blame from economic problems they are trying in vain to reverse, pointing an accusing finger instead at Mujahidin rebels and agents provocateurs, some of whom, according to diplomats in Tehran, were involved.

● Ayatollah Ali Khamenei, Iran's spiritual leader, said that the riots were an enemy effort to undermine the Islamic system, and not the result of economic complaints as some "erroneous analyses" in the media had claimed.

He added that he was sorry that the innocent people of Mashhad had been blamed for the troubles and vowed merciless punishment for what he described as a "a group of ruffians and bullies, a small minority, society's loafers and vultures". He added: "The law enforcement machinery should pull them out and throw them away."

## US candidates rush for chat-show chairs

FROM JAMIE DETTMER IN WASHINGTON

MORE than a decade ago, Theodore White, the respected chronicler of presidential campaigns, wrote: "American politics and television are now so completely locked together that it is impossible to tell the story of one without the other." Now American politicians have discovered the joys of campaigning by chat show and are planning to exploit it to the full.

All three presidential candidates are planning a summer of talk shows and late-night television interviews. The season has already begun. On Tuesday, Bill Clinton, the Democratic contender, fielded questions on an hour-long breakfast talk show and last week he played the saxophone on a late-night programme while the host cracked jokes about President Bush.

The trend of talk-show politics, or "interactive politics", as the campaign managers call it, received its biggest boost from Ross Perot. The Texan billionaire began his campaign with an appear-

ance last March on *Larry King Live*, the CNN call-in show, where he announced he would stand if the American people wanted him to. Appearing on chat shows is not a new tactic for presidential candidates. What is new this year is the urgency candidates feel about getting on these shows and the number they hope to appear on.

Mr Bush's campaign managers are concerned that he is losing out in the television game and are considering invitations from at least two shows. And Mr Clinton said recently: "If it were up to me, I'd do one a week from now till election day."

The shows allow candidates to escape from political journalists' awkward questions. On NBC's *Today* programme, Mr Clinton had an easy ride. The questions viewers phoned in were broad, such as whether he had considered a woman for the vice-presidential nomination. As with most of these shows, the viewers were not allowed to ask supplementary questions.

## Peasants rail at Peking 'betrayal'

Mining in Shandong province has filled Peking's coffers while local people are left in poverty, Catherine Sampson writes

IN A shabby county guest house in the Yimeng mountains, one of the poorest regions of China, officials responsible for the fight against poverty gorge themselves at a banquet. The meal is in honour of a visiting foreign journalist who has been asked to eat in a separate room, apparently so as not to witness the opulence of their feast.

The poverty of the people of these mountains, in Shandong province, has become a scandal. In contrast to the special economic zones showered with investment by Peking during the 12 years of Deng Xiaoping's reforms, the mountains have come to represent the centre's neglect of poverty-stricken areas.

The people see their abandonment as a painful betrayal after they sheltered the

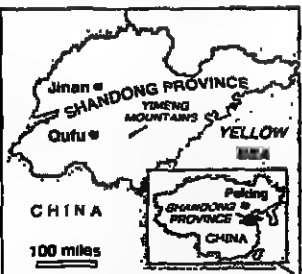
emotional accounts of the people's sacrifices. One describes the disappointment of old women who had nursed wounded soldiers when none of them returned to visit. Another describes how veterans who helped the army to victory are frequently denied the 20-yuan (about £2) subsidies to which they are entitled every month.

There have been improvements in living standards. Pingyi, the county town of Linyi prefecture, boasts not only a metalled road but also a video rental stall, a faint echo of the good life enjoyed in the prosperous south. But thousands of peasants still live in poverty, officially defined as an annual per capita income of 300 yuan and an annual per capita consumption of 440lb of rice.

According to Zhang Xindian, the deputy director of Pingyi county's anti-poverty office, the number of poverty-stricken villages has decreased from 420 in 1984 to 39 now. "Only one village returned to poverty after the floods last year," he added.

Some 29 Western non-governmental aid agencies have projects in the Yimeng mountains. In the past three years, a German aid project has donated 200 million yuan for food in Pingyi county alone. That sum dwarfs Peking's total relief funds of 112 million yuan given to the whole of the Yimeng mountain district from 1949 to 1986.

Shundiancun is Linyi prefecture's model village. "It used to be very poor, but now it reflects the years of reform and opening, and now it is not poor and not rich," said Han Shouju, the deputy director of the area's foreign affairs office. Foreign journalists who ask to see rural poverty see Shundiancun. Only aid workers are allowed to see the real poverty.



People's Liberation Army during the anti-Japanese war in the 1930s and during the civil war against the Nationalists in the 1940s.

The Yimeng mountains should not be poor at all. Shandong province is a treasure house of natural resources. Within the mountains, Linyi prefecture boasts the country's second biggest diamond reserves, as well as gold, silver and other resources. None of these benefits Linyi in any way. Proceeds from anything mined in Linyi fills Peking coffers.

The anger of those who feel betrayed by Peking has found its way into official publica-

## American anti-arms lobby has squirt guns in its sights

NEW YORK NOTEBOOK by Ben Macintyre

THE American anti-fire-arms lobby has set its sights on a new target: this time it is not handguns or assault rifles that are under fire, but water guns.

A growing craze for high-powered squirt guns in the inner cities is being held responsible for a recent outbreak of killings and bloodshed. In the volatile culture of urban America, what begins as a harmless water fight often ends in real gunfire.

The brightly coloured water guns, which are known as "Super Soakers", range from the standard pump-action version, which holds about two litres of water and has a range of up to 50ft, to a mighty two-gallon water bazooka, which comes complete with backpack.

The list of violent incidents blamed on water fights grows daily. In Harlem on Monday, two young men were wounded when a man who was inadvertently squirted with water at a street corner returned fire with a 9mm automatic pistol before fleeing. In Boston last month, a 15-year-old boy was shot dead after a water fight escalated into violence. There have been reports of people adding bleach to the water in the guns and spraying passers-by and cars.

This week Raymond L. Flynn, the mayor of Boston, urged shopkeepers in the city to remove the toy weapons from their shelves. A few complied, but most did not since the guns are selling at a remarkable, and lucrative, rate. The manufacturers of

the toys point out that it is not the spread of squirt guns that leads to bloodshed, but the prevalence of firearms. Al Davis, executive vice-president of the Larami Corporation,

I liked it so much I bought the video



tion, a leading manufacturer of the toy guns, said earlier this week: "It's just too

much to comprehend that anyone would think the toy did the damage. Has anyone found the name of the [real] gun that killed that [Boston] boy and contacted the manufacturer?"

Gunfire is now the second most common cause of death, after traffic accidents, for Americans between the ages of 15 and 19, according to a survey released on Tuesday by the American National Centre for Health Statistics. For blacks in the same age range, gunfire is the single most frequent cause of death, and the number of young black males being killed by gunfire is increasing rapidly in metropolitan areas. In American cities, black teenage males die at something approaching

seven times the rate of their white contemporaries.

The study, according to Dr George Lundberg, editor of the *Journal of the American Medical Association*, paints "a grotesque picture of a society steeped in violence", and has led to calls for more restriction and monitoring of firearms. In Washington DC, which still has the highest rate of gun-related killings in the country, restrictive legislation on guns, including a waiting period for handgun purchase, has failed to pass Congress.

Supporters of gun reform believe that the pro-gun lobby is so entrenched and powerful, and violence so central to American urban life, that change can only be piecemeal, and from the bottom up: starting with water guns

which have so far done anything but cool down the start of a long, hot summer.

A Californian couple has brought out a video aimed at the homeless and hungry called *The Fine Art of Dumpster Diving*, a guide to scavenging healthily in America's rubbish skips. Following the format of a talk show, the video explains how to sort out edible discarded food from refuse that is contaminated by chemicals, rodents or germs.

It includes a scene in which the master of ceremonies explains to two homeless men how to pick out fruit and vegetables with unbroken skins. More than 30 of the videos have been distributed to homeless shelters across the country.







## Bernard Levin

A fibreglass shark plunging into an Oxford rooftop is a lark that baffles officialdom

I start unkindly. I fear, by saying that Mr John Power, who is chairman of the planning committee of Oxford city council, might do well to go and boil his head in a light stock with a bouquet garni and perhaps a teaspoonful of sherry.

This discourtesy is provoked by Mr Power sounding off in no uncertain manner: "... a victory for anarchy... a slap in the face for the decent and respectable people... seeking legal advice..." And what has brought him, in his municipal character, to such a state? Has someone opened a brothel next door to Balliol? Has the Sheldonian been taken over by meths-drinking dossers? Or has a band of undergraduate scoundrels had the impudence to debag Mr Power himself and paint his bottom purple?

No such luck. What has brought Mr Power to the very edge of bursting is the decision of the public enquiry into the Hunting of the Shark. Over the six years of battle, you must have seen photographs of the famous fish which adorns the roof of the Oxford house of a Mr Bill Heine (to whom goes the Diamond Star and Sash of the Order of They Shall Be Mocked and With Good Reason); made of fibreglass, it is said to look as though the shark dived headfirst at the roof-tiles and crashed through up to its gills. It makes a delightful, innocent, fresh and amusing sculpture, and people come from far and wide to see it, to admire it, to photograph it, and to smile at it.

But there is nothing about smiling in the annals of the planning committee of the Oxford city council, and that august body ruled that it must come down, giving as the reason that it had been put up without planning permission, or more likely just because it was delightful, innocent, fresh and amusing — all qualities abhorred by such committees. Mr Heine (if he is descended from Heinrich Heine, it is another reason for me to shake his hand) fought heroically through the years as the battle swayed



A fishy tale: monument to an eccentric genius

this way and that, with the authorities getting more and more indignant at the impudence of a mere person deying the might of a planning committee.

It had to go to a public enquiry, and eventually did, whence the sound of cork popping at 2 New High Street, Headington. For not only did the planning inspector of the Department of the Environment, Mr Peter MacDonald, rule that the shark can stay where it is, but the decision was couched in language so human, so intelligent and so wise that it ought to be painted in enormous letters on the pavements (both sides) of Whitehall. Here are some of his conclusions: "I cannot believe that the purpose of planning control is to enforce a boring and mediocre uniformity... Any system of control must make some space for the dynamic, the unexpected and the downright quirky, or we shall all be the poorer for it. I believe that this is one case where a little vision and imagination is appropriate." Whereupon, Mr Power made it clear that he would "try to challenge the decision", a threat that brought from Lord Palumbo, chairman of the Arts Council, this mild but appallingly true comment: "Most politicians do not know how to lose gracefully."

When I am ruler of the Universe, one of my earliest decrees will lay down that anyone who uses the words "What if

everybody did it?" will be fed to Sirius, the dog star. It is the last resort of the fun-killers, the oriflamme of the puffed lips brigade, the buttress of those whose motto is "Go and see what Johnny is doing and tell him to stop it". Anyone but a prize nana would have seen that Mr Heine's splendid lark (I pause here to commend the sculptor, Mr John Buckley) was an exact definition of delight, particularly Shakespeare's kind "that give delight and hurt not".

But it hurt the planning committee no end, whence the six years of battle and the preposterous comments ("... a slap in the face of the decent and respectable people...") of its chairman when the battle was finally lost and won.

It is not difficult to see how people get things so devastatingly out of scale: indeed it is one of the most thoroughly studied of human frailties. I poked fun at the Oxford council planning committee and in particular its chairman, but that was largely because I had a measure of that body — useful but nothing more. Now suppose you have worked hard and honestly at your job (useful but nothing more), and you dream, or once did dream, of making a

mighty stir, of climbing to the heights, of being Someone. What is the inevitable knowledge that goes with what has happened to those dreams, and what can be done about it? The knowledge, of course, is that the dreams have not come true; what can be done about it is to exercise that tiny corner of the world in which you do hold sway.

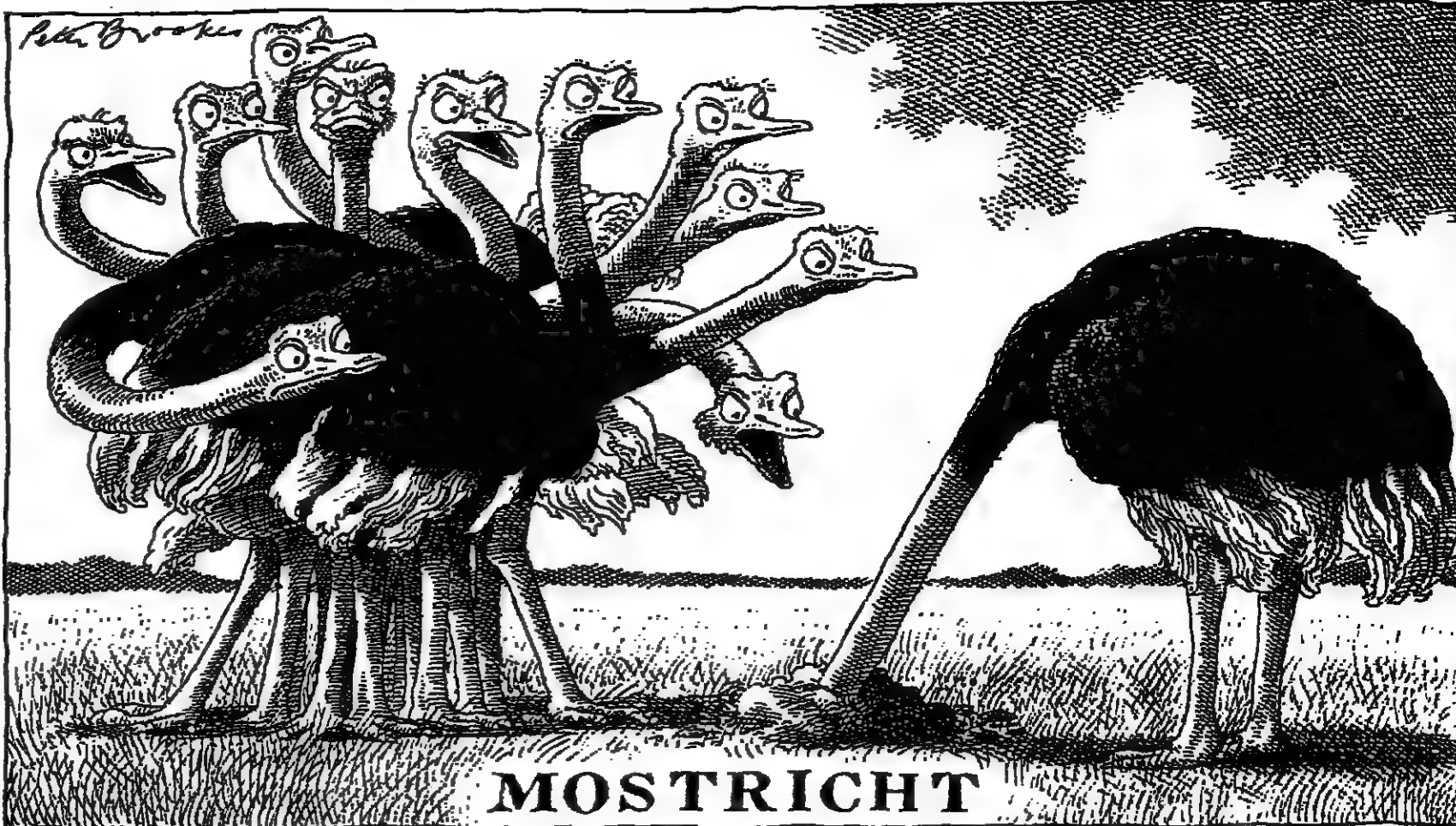
Man, proud man, dressed in a little brief authority... Shakespeare knew humankind, and knew that the briefer the authority the greater the vigour with which it is employed. The chairman of the Oxford council planning committee does not have the power to have anybody's head cut off, nor to have anybody exiled to Outer Mongolia, nor even to compel anybody to do penance in a white sheet for seven days and seven nights. But he and his council do have the power (exercised, I am sure, only in strict compliance with the law) to order a man with a 25 ft fibreglass shark on his roof to take it off. And when he finds that higher authority has overruled him, he is fit to burst — whence the slap in the face for the decent and respectable people — because even that little authority has been, at least for some time, taken from him.

Shun power, shun it fiercely, if you want to sleep soundly in your bed. If it is real power, the power to compel others to do your bidding, your dreams will be haunted ones. If it is the mock power of the chairmanship of a municipal committee in Oxford, you will wake to disappointment. I am not going to quote Aeschylus, but here is Hazlitt, who in this context is even more apposite:

The love of liberty is the love of others; the love of power is the love of ourselves.

You do not have to be a bad man to want power. Our chairman is plainly an honest and scrupulous man, certainly to be numbered among the decent and respectable people who have figured so largely in this story. But he has forgotten the old and tried proverb: "A man with a stuffed shark on his roof is eccentric, and quite possibly in breach of the planning rules; a man who tries to take the shark off will run no danger of being bitten, but will almost certainly make a fool of himself."

After the Danish rejection should the Maastricht deal be reprieved?



## A treaty that suits Britain

National interest demands that the government ignore its Euro-sceptic rebels, says Leon Brittan

Six months ago John Major and Douglas Hurd were hailed as heroes for their brilliant diplomacy at Maastricht. On their return they were feted for securing an agreement which avoided all the perils that had for months seemed to confront Britain inexorably, and which at the same time was welcomed by all our partners as a great step forward for Europe.

Should the Danish referendum vote lead us to revise that assessment? How should the situation arising from that vote be handled now? And what impact does all this have on the prospects for the British presidency? It is almost irresistible to cheer loudly when people cock a snook at their leaders or when a small country seems to be standing up to its bigger neighbours. The sight of that happening has given new heart to those who opposed the treaty in the first place. But it cannot logically convert a good treaty into a bad one, although it obviously makes implementation far more difficult to achieve.

Maastricht was not just an escape for Britain from the imposition of a single currency and the social chapter. The benefits which led to its welcome everywhere else in the Community are benefits for Britain too. We would therefore be worse off if the treaty were not implemented. Above all it is a dangerous fallacy to suppose that if Maastricht is dropped, we shall simply go back to where we were before.

Those who think that are blind to the strength of feeling of countries such as France and Germany, which would like to go much further ahead with the European integration than the Maastricht treaty allows. If the treaty falls, they will undoubtedly replace it with something much more integrationist, and they will be joined by many if not most of the other Community members. A rightly knit

group of countries will be created with a common currency and common fiscal policy, a common foreign policy and ultimately a common defence force. It will be a grouping going far beyond Maastricht. And Britain will be outside it. It will have a profound effect on our economy, our political position in Europe and even our security. Except in the most legalistic sense, our sovereignty — in the sense of control over our own affairs — will be diminished. So far from being at the heart of Europe, Britain will be marginalised.

The Maastricht Treaty, on the other hand, retained EC unity and achieved many long-standing British objectives, but at the same time was sufficient in its scope to accommodate the aspirations of our partners. It would be folly to disregard it and worth making a real effort to make its implementation possible in spite of last week's vote in Denmark.

Far from leading the Community down the road to a federalised, centralised bureaucratic superstate, the Maastricht Treaty will give legal backing to those who wish to see Europe go in the opposite direction. It was no accident that the word "federalism" disappeared from the treaty during the negotiations. Moreover, the aim of keeping the Community's decision-making as decentralised as possible is enshrined in legal form for the first time. The idea of "subsidiarity" is written into the treaty, and the burden of proof is on the centralisers.

To give true effect to that concept, we must exercise restraint in deciding whether to take on new tasks at Community level. We should also not hesitate to hand powers back to

national governments when they need no longer be exercised by Brussels. If we do that, we will reassure people that they are not faced with an irresistible ratchet effect, leading to ever more power gravitating to Brussels. That will in turn make people more ready to agree that what really does need to be done in common should be done at Community level.

In each case the question should be a functional one, not a theological one, and the answer may vary over the years. If monetary policy in a single market may nowadays need to be determined centrally, control over drinking water or the handling of planning permission can surely be relinquished.

Maastricht will also reinforce fair play in the Community by giving the European Court of Justice greater power to prevent one country from breaching EC rules in a way which damages another. By sharpening the role of the European Parliament and increasing democracy, it will enable elected MEPs to rein in the Community by vetoing any extravagant measures which may emerge from Brussels.

Where the Community must act in union, the treaty will strengthen our ability to do so. In Yugoslavia we are seeing the severe limitations in the present system of Community co-operation in foreign affairs, with tragic consequences. Only with a common foreign, security and defence policy could Britain and its partners act swiftly and decisively to defuse such crises beyond the EC's borders. Maastricht creates the structures to make that possible over time, without seeking to push it

artificially by imposing systems of majority voting. This is a crucial part of the treaty closely reflecting Britain's thinking. For all that, the Danes rejected the treaty, as they were entitled to do. It would be foolish and arrogant to ignore the lessons to be derived from that. High among these is the need for the Community to make people more aware of what its policies can do for them. To give just two recent examples, Brussels has taken firm action to bring British car prices into line with European prices, and has acted to prevent holidaymakers being lured hastily into buying timeshare properties they later regret — decisions which though not of geopolitical importance, are understandable and sensible in the eyes of most British people. We must show in our decisions as well as what we say our belief in subsidiarity as a living principle and not just a legal formula.

For Britain, the presidency will require high skills and a steady nerve in giving effect to the foreign ministers' resolve to proceed with Maastricht but to find a way for the Danes to reconsider last week's decision. A renegotiation of the treaty would be tantamount to dropping it, leading to all the dangers that I have referred to. To go ahead without Denmark would be formidably difficult and highly controversial. The right way forward must be to stick to the principles of Maastricht, while providing adequate reassurance to Denmark about its interpretation and implementation. The current debate is about how best to combine those two principles.

Doing so will be a formidable task for the British presidency, but unless it is achieved it will be

very difficult to make significant progress in securing Britain's key objective of enlarging the Community. For how can we negotiate with potential new members if they don't know what it is that they are joining?

There is in any event always a risk of excessive hope and subsequent disappointment for any EC presidency. Six months is not long in the chair. In some areas Britain will merely inherit unresolved disagreements and deadlocks and will dispose of inadequate Community tools with which to deal with them, not least in the area of foreign policy. But in others, such as the completion of the Gatt agreement on liberalising world trade, a deal is surely within reach.

The powers of the presidency — essentially the right to set agendas, table compromises, chair regular ministerial meetings and call emergency ones, as well as fixing overall policy priorities — are limited but should not be underestimated. Nor should Britain's suitability for the task, for it has two key ingredients — a government with a decisive and recent mandate and a highly efficient civil service machine. It also has a clear vision of where the Community should be heading: towards a balanced and unfederalised union, respectful of each nation's identity, rooted in fair competition and free trade, eager to put subsidiarity into practice, and with a determination to welcome new countries which are ready and willing and able to join.

I am confident that with Britain at the helm of the Community it is as well placed as it could be to proceed with Maastricht as well as fastening the single market and other vital areas of Community policy firmly into place.

Sir Leon Brittan is vice-president of the European Commission.



...and moreover  
**CRAIG BROWN**

City-dwellers tend to have a number of misapprehensions about the countryside. BANG! BANG! BANG! For instance, they imagine that it is a healthy place to live, with everyone walking everywhere. BANG! BANG! BANG! In fact, people walk far more in London, where there is far more to look at and the shops are close enough to walk to. BANG! BANG! BANG! In the countryside, everyone drives, except for people from London who have come up for a good walk. BANG! BANG! BANG!

You may have noticed, while reading that last paragraph, that it was interspersed with the words BANG! BANG! BANG! This was because I am trying, in a non-aural setting, to destroy another illusion, namely that the countryside is a haven of peace, and placing BANG! BANG! BANG! throughout this article is as close as I can get to conveying the noise inflicted on country types by those terrible machines known as bird-scarers.

presumably even waking all those poor old snoozing birds for breakfast with their BANG! BANG! BANG!

For us, this summer is in some respects worse than usual and in other respects better. A couple of years ago, the local bird-scarer, though starting later, was fixed up not only with the usual murderous shotgun noises — BANG! BANG! BANG! — but also with what sounded like a very loud car horn, and the two would duet together all day, in the manner of a rather more aggressive Nina and Frederick. HOO! BANG! HOO! BANG! HOO! BANG! Happily, this year, as Nina and Frederick eventually split up, so too have the car horn and shotgun, the horn deserting the shotgun to make its fortune in other parts, presumably terrifying schoolchildren by going HOO! HOO! HOO! at zebras.

There are times when I wish that the BANG! BANG! BANG! would sound constantly, rather than just once every few minutes. The Chinese water torture eventually sends its victims mad not because of the drip! drip! drip! but because of the gaps between. In the city, the nearest equivalent to the bird-scarer is the pneumatic drill, but at least it is continuous, so that after a while its noise, however loud, becomes part of the background, whereas BANG! BANG! BANG! is intermittent enough to make one just as paranoid during the silences as one is furious during the noises.

I would be more tolerant towards the bird-scarer if I felt its noise had any effect, but my eyes tell me otherwise. When it goes BANG! BANG! BANG! a couple of the weeder birds may take to the skies for a second or two before returning to the very same place, but most of the heartier ones are happy to strut it off without so much as a flutter of a feather; for all I know they may even welcome the BANG! BANG! BANG!, because at least it keeps the humans away.

There are times as I sit in my office waiting for the next BANG! BANG! BANG! when I think that some good must come out of my misery, that great humanitarian inventions have, in the past, arisen from the ashes of war. Yesterday, I came up with a red hot idea: a farmer-scarer designed to keep all farmers at bay. It would consist of a light-activated tape-recorder with a loud-speaker which would yell "Subsidies cancelled! Subsidies cancelled!" at frequent intervals.

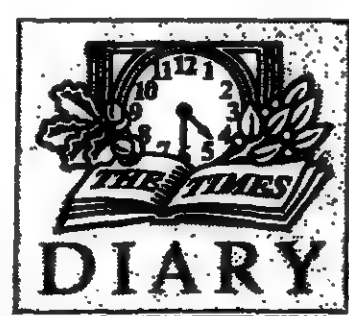
Of course, journalism has its own reader-scarers: key words which, placed at regular intervals throughout an article, are sure to send the reader off in search of pastures new. For me, these at present include "Rio Summit" and "Anita Roddick". If only someone could devise a scheme for birds to read English, farmers could let these words to bamboos all over their fields. Then the birds would beetle off, and at least we would all sleep easy.

### Fair's fair

AMID cries of fake and foul, the outward calm of the antiques world, which is enjoying its most important event of the year at the Grosvenor House Fair, has been disturbed by a row over the show's most prestigious award. Sir Nicholas Goodison and his fellow judges have given the Artefact of the Year award to the dealers Warski for a rare Franco-Burgundian engraved gold triptych of a Madonna and Child from about 1400. Yet only weeks ago the fair's vetting committee banned the pendant, claiming it was "a made up piece".

Kenneth Snowman, Warski's chairman, could not conceal a wry smile yesterday. The judgment — made, according to Goodison, for the piece's "superb craftsmanship, quality and beauty" — has left red faces among the fair's vetting committee of prominent experts, which scrutinises all displays for "appropriateness and authenticity". An embarrassed spokeswoman said: "I really cannot go into the grounds on which it was rejected, and frankly I can't remember. Masses of things are rejected." Few, however, go on to win the fair's top prize.

The Warski exhibit did so only because an angry Snowman called in top experts from the V & A and forced the Antiques Dealers Association to step in and reverse the decision. "I was furious," says Snowman. "But I was delighted to learn we had won."



● This week saw a meeting at an address in central London that would normally have passed without comment. But to the world outside it might have seemed heavy with topical portent. It was the six-monthly planning meeting for the Prince and Princess of Wales, attended by the couple and their staff to discuss the second half of the year. The meeting sips through thousands of invitations and reviews months already crammed with appointments. Those present, including the royal couple, waded through the agenda as usual, pondering the surrealism of the newsstands outside, screaming "Riddle of Di's empty diary".

### Eye-opener

THIRTY years after the event, photographer Lewis Morley has finally received payment for his infamous picture of Christine Keeler nonchalantly naked astride a kitchen chair.

Morley was commissioned by Private Eye to take the picture early in 1963, just before the Profumo scandal. "I had no idea who she was at the time," he says. After the affair broke the picture was "borrowed" from Morley's studio and quickly found its way into the tabloid press to become one of the icons of the swinging

Sixties. The image has been widely hijacked, most recently in the film, *Scandal*, but Morley, having emigrated to Australia, was never paid. Earlier this month he returned to England for the first time and produced a limited signed edition of 50 prints, one of which has just been sold at auction for £2,800. "It is the first penny he has ever received for taking one of the most famous photographs of the last 30 years. We are trying to sort it out but it is a copyright nightmare," says Nicky Akenhurst, his London

I don't care how much Christine Keeler got...



agent, Morley, now 67, this week returned to Australia after trying without success to contact Keeler. It would be worth her getting in touch, Akenhurst, who is selling the other prints at her Portfolio Gallery in Portobello Road, says: "Lewis doesn't really like selling his pictures for money and he feels Christine is entitled to a share of the proceeds."

### Boot or topper?

IN BETWEEN sorting out the mess over Maastricht, the Foreign Office has been finding time to play Euro-Monopoly. Officials are in talks with Waddingtons, the board game manufacturers, over the important question of what

souvenirs John Major and Douglas Hurd should give their Community colleagues when they host the Edinburgh summit in December. Waddingtons has just produced a new EC version of Monopoly, played with euros, and suggests it would make the perfect diplomatic gift.

Denmark's tears seem to be justified: it has been allotted the two cheapest slots on the board, Strandvejen and Slotsgade, in the corner originally occupied by the Old Kent Road and Whitechapel. But if Euro-Monopoly is the perfect gift for Major to give his colleagues, what might the Danes give the rest of Europe when they take over the presidency on January 1? A set of Euro-Monopoly for the best suggestion.

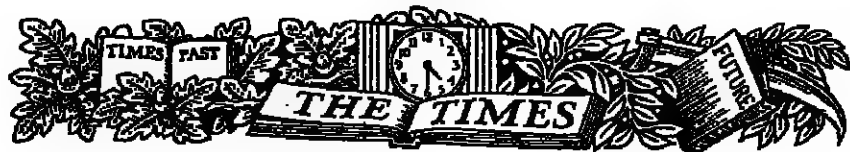
### Soldiering on

JUDI DENCH became the latest victim of an increasingly accident-prone Chichester festival this week, when she sprained an ankle and had to be carried off stage. The Prince of Wales was in the audience for the gala performance of *Coriolanus*, staged by Kenneth Branagh's Renaissance Theatre Group, and waited an anxious 15 minutes while the actress was attended by two doctors.

Dench reappeared with bandages and walking stick to complete her performance as Volturna and was back on stage again last night, too. "With the courage of a lioness she played it flat out," says Patrick Garland, the theatre's artistic director.

Last month Branagh, who plays Coriolanus, fractured his finger on stage in a swordfight. He too carried on, grimacing with pain. The play, of course, offers its own commentary on the travails of its stars: "Thou hast a grim appearance... Though thy tackle's torn, thou shows't a noble vessel".





## DEATH OF MAASTRICHT

The British government has suddenly lost its aplomb in matters European. The Foreign Office, with the cabinet in tow, has been trying to behave as if the Danish vote forces no change of strategy. It still insists on ratification of the Maastricht treaty, as if the treaty was a good thing and the Danes simply have not realised that yet. It says that since Britain is now a good European its leaders must stand their ground, however lethal the shells falling on all sides for a newly-elected government to turn and run would show Albion perfidious beyond belief.

Yesterday Jacques Delors did his bit for this implausible line. He and his colleagues are promising to behave better. They will even rewrite history: Maastricht did not extend EC intervention but reduced it by enshrining subsidiarity. Under Maastricht, the EC's Dr Jekylls would graciously allow nation states to go about their democratic business in all sorts of ways. M Delors pledges himself not to intervene in national culture or the ethics of health. The emperor is contrite and magnanimous today. But his colleague, Sir Leon Brittan, warns on the page opposite that should anybody dare to renegotiate Maastricht, M Delors would become Mr Hyde. Son-of-Maastricht would emerge and British sovereignty be strangled in every back alley of Brussels. Such are the words of desperate men.

The real M Delors is not all sweet talk. While demanding that Britain remain "neutral" as president in this debate, he shows no such neutrality as an EC servant himself. He this week blithely demanded a 30 per cent increase in his budget to pay for his regional policies and CAP reform. Last night he repeated his federalist ambitions, including his beloved "social dimension". Thus far have he and his Commission drifted from the mainstream of European politics. That Norman Lamont and his fellow finance ministers could reject the budget demand out of hand shows that national governments are now ready to seize the initiative in European matters.

Maastricht was not the last word in European diplomacy. It was a spatchcock treaty, a messy compromise between tired leaders few of whom studied what they were signing. Britain did not like it but found it just acceptable after negotiating exemptions, exemptions which preserved an ever more divided community. Other nations have seen aversion to the EC's centralist tendencies

reflected in their domestic politics. Democracy may be maddeningly inconvenient to oligarchs and bureaucrats alike. But it is rumbling across Europe. Decorum may prevent the British government from saying Maastricht is dead; but dead it is.

Acknowledging the death of Maastricht is important, if only to discuss what should supplant it as the next stage of European co-operation. Seeking to scare electors by threatening an even more centralist framework is silly. Such a treaty would no longer be ratifiable, even if politicians were foolish enough to negotiate one. Nor will a mere codicil to the existing treaty, with yet further exemptions and self-denying ordinances from Brussels, do the trick.

The British presidency is an opportunity to choose Europe *a la carte*. The extensions of Brussels power in Maastricht, notably in regional policy, must be abandoned. Steps towards monetary and fiscal union are already, in effect, inter-governmental and will see some states forging links inappropriate to others. The key now lies in the inter-governmental field, in co-operating over trade, migration, competition and foreign policy, properly monitored by national governments. It is these benefits, not the flimsy cross-subsidies beloved of Brussels, that should attract new members in search of wider continental markets and lower tariffs. It is a perversion of the Treaty of Rome to insist that it implies full political or economic union.

The greatest threat to true European co-operation at present comes from those now frantically trying to prop up Maastricht. It is they who stand in the way of concerted action to achieve the single market next year, to reform farm policy, to free world trade under Gatt, to attack cartels and protection. Neither Maastricht nor some cobbled-together facsimile will circumvent the growing scepticism of European electorates to the centralism of big modern government. This centralism is typified by M Delors and the apparatus he, his colleagues and predecessors have built in Brussels over the past decade. They and their treaty are the last cry of the old Europe. They have croaked.

Good Europeans should now look to the British presidency, to the summit in Edinburgh in December, to John Major and to a sensible new dispensation aimed at what the EC has yet to achieve, not at what it should never have attempted.

## RIO'S GREEN FRINGE

The White House yesterday asserted that the Rio Earth summit was "in danger of turning into a circus". The circus as William Reilly, head of the US Environmental Protection Agency, could attest from personal observation is in full swing. The Big Top is not for the moment in Rio, but on a beachfront 30 miles away, site of a vast assemblage of environmental pressure groups jumbled into a grandly entitled Global Forum.

To all of the fun of their planetary fair, which includes a delightful Heath Robinson box capable, according to its inventor, of mending the ozone hole, Friends of the Earth and its allies have added the excitement of a blood sport: naming the world's five environmental villains. In vain might the White House argue that "sound science must be distinguished from mysticism" or fulminate against the weak-kneed willingness of its Western allies to sign treaties they consider deeply flawed out of "green guilt". In vain might Britain purchase the indulgence of the judges "parallel summit" by subsidising this more generously than any government save The Netherlands and Brazil. America, Britain and Saudi Arabia head the list of the supposed "five dirtiest nations".

These unselected, non-governmental gadflies have their uses in mobilising consumers and embarrassing weak governments. Without them, whales and elephants would be more gravely endangered than they are, gazelle less inhibited and loggers and ranchers freer to devastate tropical rainforests. The green lobbies frequently tread where Western diplomats should, but dare not for instance in denouncing the

rethoric of national sovereignty with which Malaysia justifies the spoliation of its rainforests. But this simplistic and misleading listing of the countries they love to hate is an opportunistic grab for the world's headlines.

America heads the list allegedly for its refusal to sign the biodiversity convention at Rio, or to accept firm targets for curbing emissions of carbon dioxide, the main "greenhouse gas". But the biodiversity convention is so badly drafted that other Western governments, including Britain, are signing it against their better judgment. America's Clean Air Act will probably bring its CO<sub>2</sub> emissions within the targets President Bush has declined to endorse. What is certain is that had America behaved irreproachably on both counts, it would still have headed the list, so hallowed is the tradition of bashing America at gatherings such as this. Britain owes its prominence not to its refusal to sign blank air cheques or to its refusal to sign blank air cheques or to support the creation of yet another UN bureaucracy dealing with the environment, a bureaucracy that would doubtless employ many of those gathered at the Global Forum.

This midpoint in the Rio summit green-house is the NGO's hour of glory. Had they saved their fire on the need for a global forestry convention and more attention to family planning, which Third World and Vatican objections have relegated to the margins of Rio, the green lobbies would have served a more useful purpose. That they should be wasting it in an ill-judged witch-hunt merely undermines their credibility.

## ENGLAND'S NOBLE GRAPE

A British ambassador to France, agonising in his embassy's legendary wine cellar before a royal visit, telephoned the Palace to enquire whether the Queen really appreciated fine wines. "How would she know?" came the reply. "She's never tried anything else." So if the Queen was prepared to serve up English wine at a banquet she hosted for President Mitterrand last night in Paris, the royal seal of approval for Chiddington Pinot Noir '89 must be as watertight as a cork.

English wine is still too often treated as a joke or an oxymoron, like German humour or Italian efficiency. Not so long ago, antipodean vintages suffered from similar mockery. Now Australian and New Zealand wines are the flavour of London's quaffing classes. For the same price, a bottle of New World wine will often taste better than one from France.

Wine is not a natural product for our northern isles: only because of the warmth of the Gulf Stream is viticulture even conceivable. Many summers are too cold and wet to produce a crop at all. It is tempting to see wine-making in England and Wales (the Scots sensibly do not try) as a triumph of hope over weather.

Yet even the Romans, who introduced wine-growing to England, realised that with perseverance and the right kind of vine, English wine could be quite tolerable. Natural hazards need to be overcome, such as badgers' partiality to grapes. But the odd blazing summer, such as those of 1989 and 1990, can produce vintages that score highly even in blind wine-tastings.

Monasteries continued to tend the vineyards that the Romans had left behind. Though Anglo-Saxons tended, like their German cousins, to prefer beer, the Normans had a taste for wine. In the Middle Ages the English crown still owned wine-growing regions such as Aquitaine, allowing vast quantities of Bordeaux wine (known in English as claret) to be shipped in. But after the Hundred Years War England lost those lands, and by Shakespeare's time, sack — a dry white wine from Spain — was the favoured brew. "I'll purge, and leave sack, and live cleanly, as a nobleman should do," declared Falstaff, somewhat over-ambitiously, at the end of *Henry IV, Part I*.

Britons still import almost all their wine. Less than half of 1 per cent of the total consumed is home grown. Off-licences often fail to stock it and some two thirds of English wine is sold directly from vineyards. The good name of English wine has also been tainted by experience with the less palatable "British" wine, which is quite another matter: wine made in Britain using imported grape concentrate from Cyprus or Spain.

Breaky Bottom, Three Choirs and Chiddington may not yet slip off or past the tongue quite as easily as Chateaux Latour, Lafite or Mouton Rothschild. But wine-growing in Britain is becoming a more professional enterprise. England has so far not enjoyed a competitive advantage in the making of wine. But who knows? With a little global warming, England may end up swimming in grapes while the south of France produces little more than raisins.

## LETTERS TO THE EDITOR

1 Pennington Street, London E1 9XN Telephone 071-782 5000

### Reappointment of Delors and the Maastricht fall-out

From Professor Lord Beloff, FBA

Sir, The government seems rightly to have decided that any hopes for the Maastricht treaty depend upon giving life to the concept of subsidiarity — nothing to be done at the centre which we can do better ourselves. At the same time it appears to accept the reappointment of M Delors as President of the Commission (report, June 6).

The reason it gives is that no other candidate has emerged. Yet M Delors' concept of subsidiarity is totally at variance with that held by Danes, Britons and many other citizens in member-states.

The explanation is that the government seems to accept the idea that the President of the Commission and his colleagues must be party politicians, more used to giving orders than to executing them. What is needed is that the next president should be someone of permanent secretary status from Whitehall or an equivalent from another member-state.

Similar appointments should be made as positions fall vacant. Messrs Delors, De Michelis, Bangemann and Madame Papandreu are entitled to pursue political careers; but they must do so at home. We no more need Euro-politicians than Euro-saunders.

Such a change in the character of the Commission would not only give body to subsidiarity, it would also have the advantage of checking the waste and fraud inherent in the Community's present operations — an aspect of its affairs consistently pointed to by its own Court of Auditors and as consistently ignored by the present Commission.

Yours truly,  
BELOFF,  
House of Lords,  
June 9.

From Dr Martin Holmes

Sir, Michael Dynes's defence of the EC Commission's harmonisation policy ("EC in shock horror tabloid outrage", *Media*, June 9) is unconvincing. It is not necessary to have "harmonisation" or "standardisation" in order to establish a single market: what harmonisation creates is a restrictive uniform market which deprives rather than enhances consumer choice.

Moreover, jobs are put at risk by the increased costs of harmonising zealotry. In my home town in

Grimby, the fishing industry — already blighted by the disastrous EC fisheries policy — faces further cost burdens resulting from harmonisation measures which even include the standardisation of foot-operated wash basins. Similarly, it is quite unnecessary to harmonise slaughterhouses in order to have a single market in food products. Nor is a 48-hour week necessary for a successful single market.

It is not national governments (through the single market process) that set the harmonisation drive in motion, as Mr Dynes claims, but the Commission. This obsession long predates the single market endeavour. In his memoirs, *Time and Chance*, Lord Callaghan recalled a foreign ministers' meeting in the 1970s which spent "several hours discussing how to resolve our differences on standardising a fixed position of rearview mirrors on agricultural tractors".

The Commission has abused the noble aim of a single market to pursue such uniformity which, in the process, hastens the transfer of power from national parliaments to Brussels.

I remain, Sir, yours sincerely,  
MARTIN HOLMES  
(Member, Academic Advisory Council, Bruges Group),  
44 Park Town, Oxford.

From the Editor of New European

Sir, It is deeply worrying to those of us who support the European ideal when we read of Mr Des Hanafin, a Fianna Fail senator, effectively being thrown out of the party for refusing to back the referendum bill ("Dublin fights for yes vote", report, June 9).

When will our European leaders learn that if we want to construct a durable Europe, we must build it on sound foundations and not on tricks and skulduggery. Sound and effective co-operation may not be enough; but it is better than an unsound "union", and it may be the best route to the ultimate fulfilment of the European ideal.

Yours faithfully,  
JOHN COLEMAN,  
Editor, *New European*,  
14-16 Carroun Road, SW8.

From Mr George Thomas

Sir, You have reported several times that Mr Hurd is concerned that the British gains in the Maastricht

agreement would be jeopardised if negotiations were reopened. These gains seem to be no more than exclusions from commitments we particularly dislike.

What clauses should we positively like? The only suggestion has been that the treaty entrenches subsidiarity when in fact it gives the European Union competence in new areas such as consumer protection, education and vocational training, energy, the environment, town and country planning, health, industry, foreign affairs, security and defence, road and railway development, overseas aid, and visa, immigration and border controls.

What is left for subsidiarity, and who shall define what action can "be better achieved by the Community", as the treaty says? To judge by the foregoing, the answers seem to be nothing and anything.

Unless Mr Hurd can describe what real benefits accrue to Britain from the agreement then it seems we risk nothing by renegotiation as no agreement can be concluded without our consent and we need not fear its failure.

Yours faithfully,  
G. THOMAS,  
17 Campden Hill Square, W8,  
June 9.

From Mr Charles Wide

Sir, Subsidiarity cannot be depended upon to protect us from an over-centralised, over-regulated Europe. Who decides, in relation to any particular issue, which level of government is the most appropriate? What happens if European institutions constantly purport to exercise powers which we believe should be exercised by our national government?

The European Court of Justice cannot be an adequate safeguard. Whether a decision is best made at European rather than national level is a political not a legal question.

Rather than rely on a woolly, pseudo-legal concept, the areas of the Community's competence should be strictly and exhaustively defined, so that we can see exactly what we are letting ourselves in for.

Yours faithfully,  
CHARLES WIDE,  
Mullions, Main Street, Yarwell,  
Peterborough, Cambridgeshire,  
June 9.

Business letters, page 25

### Passport to France

From Mr E. Anthony Lewis

Sir, Your photographs of Thomas Cook (June 5) call to mind the following item in *The Times* of September 30, 1867:

"British Workmen in Paris: Artisans visiting the Paris Exhibition should be cautioned against accepting the invitations of touts for lodgings, who haunt the railway stations and other places to offer their services to unwary Britons, many of whom have been thus victimized. If a workman going to Paris has not already made in London his arrangements for lodgings by correspondence with Mr Hodgson Platt, Vice-President of Mr Layard's committee, 265, Strand, London, or through Mr Cook, the well-known excursion manager, he should immediately when he arrives in Paris proceed by cab, which costs 2s, to the Workmen's Lodging-house in Avenue Rapp, close to the Exhibition. If this house be full, then let him go to the British Workman hall in the Exhibition and ask for M. Houssoulier, and he will escape all fleeing."

Yours faithfully,  
E. ANTHONY LEWIS,  
71 Dwyndean Lane,  
Dukinfield, Cheshire.

### Word-watching

From Mrs Ruth Hingston

Sir, Nearly every day Philip Howard catches me out in his word-watching safari. You can imagine my delighted surprise when I was able to return the compliment on June 1. Saul's daughter who married David was called Michal (no e). Michal is the name of one of the archangels.

The two names are written differently in the Hebrew script, so that one cannot possibly be taken for the other — particularly as "el" is the normal suffix which, translated, means God and which appears in the names of all the archangels. Incidentally, there was very little love of God apparent in King David's wife Michal.

Yours sincerely,  
RUTH HINGSTON,  
6 Parliament Court,  
Parliament Hill, NW3.

### Short deliveries

From Mr B. W. J. Rutherford

Sir, About 1,000 theatregoers were disappointed at only receiving 40 minutes of entertainment at the Joan Rivers show on Sunday evening (report, June 8) having paid £25 per head for the privilege.

As they were offered refunds I am sure they will all agree that when compared to the thousands of cricket spectators who paid up to £26 per head, non-refundable, for one minute of indifferent action at Edgbaston on Friday, they received excellent value for money.

Yours faithfully,  
B. W. J. RUTHERFORD,  
23 Oxberry Avenue, SW6,  
June 8.

Sports letters, page 32

### Water charges

From Mr R. T. M. Ahern

Sir, Gas and electricity are supplied on the basis that you pay for your own consumption. Each of these utilities, therefore, feel it necessary to advertise their product extolling their virtues and encouraging us to use more.

Water on the other hand is supplied on the basis of a fixed charge — water utilities advertise to tell us to use less and conserve what we have.

Do you believe that, in say ten years' time, when all households have water meters and payment is based on usage, the water companies will still be asking us to conserve water?

Conversely, if electricity and gas were provided on a fixed-charge basis, do you think that each utility would advertise the other's product?

Yours faithfully,  
R. T. M. AHERN,  
5 Campden Hill Square, W8,  
June 8.

From the Secretary of the Water Services Association

Sir, Professor S. J. Wyard's letter on water charges (June 9) is based on a misapprehension. Improvements to water supply and the water environment, currently costing £28 billion over ten years, are real but largely invisible.

It is these improvements, not payments to shareholders, directors or employees, that push up prices.

Yours sincerely,  
MICHAEL CARNEY,  
Secretary,  
Water Services Association,  
1 Queen Anne's Gate, SW1,  
June 9.

### Civil War 'coins'

From Mr Daniel Fearon

Sir, With respect, may I point out to those who worried the *Times* reader offer advertised in today's paper that Civil War coins are those coins struck during the period of the Civil War. They served, as does all coinage, as legal tender. Many such coins have survived, and are available in the commercial market. Collectors have enjoyed the study of these pieces from the earliest years of the Restoration.

The items you offer as "Civil War coins" are not coins but commemorative medallions — souvenirs, possibly even "majestic mementos" — and have no status as legal tender. Perhaps this should be made clear to all those rushing to complete their application forms.

Yours faithfully,  
DANIEL FEARON  
(Council member,  
British Numismatic Trade Association),  
PO Box 82, Coventry CV5 6SW,  
June 8.

### Nanny knows best

From Mr Richard Horton

Sir, Our local bank's cash dispenser is persistently out of order. On enquiring within the branch as to why, my wife was told the machine was charged with a fixed amount of money each week and only ran out because people withdrew more than they really needed.

Yours faithfully,  
RICHARD HORTON,  
31 Furze Lane, Purley, Surrey.

Letters to the editor should carry a daytime telephone number. They may be sent to a fax number — 071-782 5046.

### If you could take it with you . . .

From Ms Toni Wallace

Sir, Re the late Robert Morley's instructions that his credit cards be buried alongside him (Mr Cheney's letter, June 5), I am reliably informed that the first thing I do each morning is reach for my hairbrush. I couldn't possibly step into the Unknown without it.

Yours sincerely,  
TONI WALLACE,  
10 Sussex Mews, Kemp Town,  
Brighton, East Sussex.

From Mr Jonathan Wallace

Sir, Robert Morley and the management of the Putney Vale cemetery in south London are of one mind. In the car park is a newly-painted sign which, inter alia, advises: "Take all valuables with you."

Yours faithfully,  
JONATHAN WALLACE,  
91 Priory Road, NW6.

From Mr C. M. L. Evans

Sir, In the unfortunate event of a miscarriage of justice and several thousand years ensuing before my sentence is quashed, after being found unsafe in the highest court of all, I will take a fire extinguisher.

Yours faithfully,  
C. M. L. EVANS,  
Stannage Farmhouse,  
Churton, Chester.

From Mr D. H. Piper

Sir, My heirs and executors have asked me to be sure not to forget to have my pensioner's travel permit with me.

Yours faithfully,  
D. H. PIPER,  
49 Hans Place, SW1.

From Mrs Heather M. Tanner

Sir, I have specified a good map. I have immense trouble finding my way in this life, so am extremely worried about the next.

Yours faithfully,  
HEATHER M. TANNER,  
Kenilburgh Hall, Kenilburgh,  
Woodbridge, Suffolk.

From Mr Max Crofts

Sir, I go nowhere without my Swiss Army penknife. Yours faithfully, MAX CROFTS, Glenacre, The Hollow, Dunkerton, Bath, Avon.

From Mr Maurice Godbold

Sir, A crowbar, in case the affair proves premature. Yours faithfully, MAURICE GODBOLD, Mayrove Cottage, High Pifoid, Hindhead, Surrey.

From Mr Gordon W. Bull

Sir, In the firm belief that there will be golf courses in both heaven and hell, I shall be taking my handicap certificate.

Yours faithfully,  
GORDON W. BULL,  
6 The Brow, Chalfont St Giles,  
Buckinghamshire.

From Mr Stuart Clive

Sir, My pessimism driver, beautifully made exactly as I wanted by Harry Bussan, aged 85, at Walton Heath golf club. Left-handed and difficult to get here — possibly impossible elsewhere.

Yours sincerely,  
STUART CLIVE,  
23 Templewood,  
Ealing, W13.

From Mr A. J. M. Hewitt

Sir, James Broadbridge, the Sussex cricketer who, in conjunction with F. W. Lillywhite, established round-arm bowling as the established style, used to carry his cricket bat when out walking. It was his talisman and was duly buried with him.

Yours sincerely,  
ALAN HEWITT,  
102a Westhall Road,  
Warrington, Surrey.

From Sir David Willcocks

Sir, A pair of ear-plugs, in case the heavenly choir, singing everlastingly, are not in tune . . . not forgetting all those harps.

Yours faithfully,  
DAVID WILLCOCKS,  
13 Grange Road, Cambridge.

From Mr Stephen Driver

Sir, Hedging my bets that it may not have reached the other side: my entire video library of *Neighbours*.

Yours faithfully,  
STEPHEN DRIVER,  
112 Rucklers Lane,  
Kings Langley, Hertfordshire.

From Mrs Doreen P. Mason

Sir, My collection of Glynedebourne programme books.

Yours faithfully,  
DOREEN P. MASON,  
75 Pilot Road,  
Hastings, East Sussex.

From Mr Michael O. Grant

Sir, A mobile phone — just in case. Yours faithfully, MICHAEL O. GRANT, The Woodlands, Hanchurch Lane, Hanchurch, Stoke-on-Trent, Staffordshire.

From Mrs Felicity Butcher

Sir, My glasses — so that I can see where I'm going.

Yours faithfully,  
FELICITY BUTCHER,  
36 Stion Hill, Bath, Avon.

From Mr S. Isaacs

Sir, My bank manager.

Yours faithfully,  
S. ISAACS,  
129 Queensway, W2.







## KENNETH TIMINGS

**SLAMET BRATANATA**

Vice-Admiral Sir Norman Eric Dalton, of Henley-on-Thames, Oxfordshire, engineer-in-chief of the Fleet 1957-9, and director-general of training 1959-60, left estate valued at £182,803 net.

# RATANATA

travelling abroad and for-bade banks to lend them money. Until recently the Indonesian media were not allowed to quote anything they said.

Brazanata, a minister of mines in the early days of Suharto's rule, was the author of often-barbed editorials in one of Jakarta's English-language dailies and was frequently quoted by the foreign media. Earlier this year he and other dissidents established the Forum for Purification of Democracy, which, in May, made one of the most outspoken public attacks on President Suharto.

Other estates include (net, before tax paid):  
Mr Harold Rupert Thomas, of London SW12.....£1,602,364.

Tongue gained his love of motor sport from his father, who has been the beneficiary to enjoy motoring in a number of fine cars including a 3-litre Bentley and a 1924 10/23 Talbot two-seater. The Talbot was the first car driven by young Reggie who, in his father's absence on business in Ireland, took it flat out in second gear round the lawn with destructive effect. When Reggie wrote from Sandbagh for pocket money, his father wrote back the effect that he would be paying out damage to the lawn until long after his school days were over.

Tongue's father died while his son was still at school and

cipals maintained their friendships but the tensions of their unusual ménage led to a fair degree of what Michael Wharton called "horror, verbal abuse" and the smashing of plates and the flinging of briefcases and handbags.

An enormously popular figure in Fleet Street before the newspaper diaspora, Kate Wharton enjoyed a wide circle of devoted friends wherever newspaper people gathered.

His next major role came in the 1953 Coronation revival



said an unimpressed Coward, concluding his tour to the astonished visitors. "is our Miss Prendergast. such a hairy girl."

He made his New York debut on Broadway in 1963, playing Oliver Surface in a Gielgud production of *The*

---



but never made it. But I stayed with him twice again in Paris. I remember him with the greatest affection as one of the most extraordinary people I have ever known.

**Christina Sinclair Thoresb**

## June 11 ON THIS DAY 1982

Tristram was believed to have been hit by rocket and cannon fire. Both ships were abandoned rapidly and flames from the vessels lit up the night sky.

The ship's purser, John Hood, aged 27, from Renfrewshire, said: "I was in the office and felt two thuds, as if someone was slamming water-tight doors. The lights went

Vice-Admiral Sir Norman Eric Dalton, of Henley-on-Thames, Oxfordshire, engineer-in-chief of the Fleet 1957-9, and director-general of training 1959-60, left estate valued at £182,803 net.

Other estates include (net, before tax paid):  
Mr Harold Rupert Thomas, of London SW12.....£1,602,364.

powers to exert censorship and apply "administrative and penal sanctions" where necessary. He says they have an obligation not to offer for sale in their churches "publications which deal with ques-

Cardinal Ratzinger reminds the bishops of their powers to exert censorship and apply "administrative and penal sanctions" where necessary. He says they have an obligation not to offer for sale in their churches "publications which deal with ques-

It says the norms of canon law guarantee freedom for all, including Catholic journalists, whom it says have the right "to communicate their thought while maintaining

A spokesman for the Catholic church in England and Wales said much of the document was addressed to Catholic publishing houses. It was more likely to be aimed at Catholics on the Continent than in this country, he said.

**Richard Johnstone** has been appointed to a university chair in education. Professor Johnstone is director of the Scottish Centre for Language Teaching and Research and director of the university's initial teacher education programme.

Welsh Guards and Royal Marines, waiting to go ashore. Sir Tristram was believed to have been hit by rocket and cannon fire. Both ships were abandoned rapidly and flames from the vessels lit up the night sky.

The narrow inlet of Port

Someone was slamming water-tight doors. The lights went out. There were screams and thick black smoke. I was amidst ships and had time to get back to my cabin and grab the ship's papers before running up to the deck."











## Amersham thrives despite costs

By COLIN CAMPBELL

AMERSHAM International, the health science group, had to absorb additional costs in securing isotopes from Russian and Canadian sources in the year to the end of March in order to replace those previously bought from Harwell, but was still able to achieve a 34 per cent advance in 1992 pre-tax profits.

The group has changed its accounting policy, which knocks £1 million off 1991 profits, and which involved a further £1 million provision in its 1992 financial year to cater for the longer term costs of disposing of radioactive waste. Amersham's overall provision for eventual waste disposal costs of £9.6 million has been accounted for through the balance sheet.

Bill Castell, Amersham's chief executive, acknowledged that the group's task was to direct a higher proportion of products from its core life science division from the scientific world to the world of

pharmaceuticals. "We would aim to become the Tesco of the life sciences industries," Mr Castell said in outlining corporate ambitions.

Pre-tax profits in the year to March rose from a restated £15.5 million to £20.7 million, on a turnover 13 per cent higher at £273.5 million. The final dividend rises to 8.8p a share (8.1p), making 12.5p a share for the year, covered 1.9 times by net earnings.

Group borrowings were reduced and the net interest charge fell from £4.2 million to £2.8 million, helped by the receipt of £47 million of deferred payment from Eastman Kodak from the earlier sale of Amerlite Diagnostics.

Of the group's operating profit of £23.5 million (£19.7 million, restated), life sciences contributed £20.9 million.

Mr Castell gave a warning that trading conditions remain difficult in many of the regions in which Amersham operates.



Profits looking up: Bill Castell, chief executive of Amersham International yesterday

## Misco is offered for sale by parent

By JON ASHWORTH

THE electronic and electrical parts distributor, Electrocomponents, has put its Misco computer supplies side up for sale after another difficult year. Pre-tax profits slipped 9.6 per cent to £49.9 million in the year to March 31 on sales down 4.9 per cent at £395.1 million. A final dividend of 5.1p (4.8p) makes 7p (6.6p).

The fall in sales was blamed on the closure of the group's lighting companies last year. Sir Keith Bright, chairman, said trading conditions were the most difficult the group had experienced. Despite signs that the recession in the UK has reached bottom, he does not expect prospects to improve in the near term.

A strategic focus on RS, its main electrical components distribution business, had been rewarded with record profits. The recession had hit all other sectors but concentration on cash management had left the group debt-free. Operating profits at RS advanced slightly to £56.9 million (£56.5 million). Misco fell into a loss of £3 million before tax.

## Corporate fraud reaches record

THE number of cases of corporate fraud where the missing funds exceed £100,000 rose by half in the first four months of this year, producing a record total of £269 million of missing funds, according to KPMG Peat Marwick's fraud barometer. Peat Marwick said that the number of fraud cases rose from 22 to 33 from January to April inclusive, while the total amount at risk swelled from an average of £125 million — the previous four years' four-monthly average — to £269 million. In the year to April 30, the total amount defrauded or at risk soared from £197 million to £622 million.

These figures do not include any of the alleged losses involving the Maxwell group of companies. Peat Marwick suggested that companies beware employees who live an extravagant lifestyle that could not be funded from their salary; maintain strict internal controls and subject them to annual review and always check the credentials of anyone offering investment advice.

## BCCI battle wages

CREDITORS who reject the \$1.7 billion deal struck by the liquidators of the Bank of Credit and Commerce International are not a "troublesome and vocal minority spoiling for a fight", their QC, told the High Court yesterday. A plea by Touche Ross, BCCI's UK liquidators, for sanction of the deal was also opposed by the Depositors' Protection Association, with claims of \$1 billion and the Faisal Islamic Bank, \$340 million. The hearing continues.

## Daily Mail slips back

PRE-TAX profit at Daily Mail and General Trust, the newspaper publisher, slipped to £22.8 million (£23.9 million) on turnover of £326.7 million (£313.3 million) in the six months to March 31 as advertising revenues remained weak. There is an interim dividend of 3.2p (2.9p). Associated Newspapers, publisher of the Daily Mail, The Mail on Sunday and the London Evening Standard, increased trading profits.

## Oriflame recovers

ORIFLAME International, the Swedish cosmetics group that is listed in London, has swung back from a gloomy 1990 by raising its pre-tax profits 10 per cent to £8.9 million in the year to end March. This compares with a 37 per cent fall in profits last time. Sales rose 17 per cent to £64.7 million. An unchanged final dividend of 8p maintains the total at 12p. In January, Oriflame paid up to £11.5 million for ACO Skin Care, Sweden's best-known skin-care brand.

## J&FB profit drops

AN EXPENSIVE cost-reduction programme at Johnson & Firth Brown, the metals and engineering group, pushed profits lower in the half year to end-March. Pre-tax profits slipped to £3.3 million (£5 million) on turnover of £60.2 million (£60.8 million). The interim dividend stays at 1p. John Clay, the chairman, said that pressure on margins is "intense" and that steps had been taken to cut costs to mitigate this.

## Stoy Hayward merges

STOY Hayward, Britain's tenth-largest firm of chartered accountants, is merging with Finnie & Co, ranked 20th, in a move to increase its presence in the South East. Finnie has a wide network of offices within the M25 belt. The enlarged firm will have 176 partners, 1,300 staff and annual fee income of more than £80 million. It will be known as Stoy Hayward.

Accountancy Times, page 31

## Mental anguish cover

GENERAL Accident Insurance Co, a unit of General Accident Plc, said a New York State appeals court ruled that insurers must cover mental anguish verdicts against holders of comprehensive liability policies. A Manhattan woman sued General Accident, her insurer, after the company refused to pay \$400,000 damages awarded against her when she was sued by a tenant who had suffered insomnia and nervousness after the ceiling of his bedroom collapsed.

## Kvaerner moves ahead

KVAERNER, the Norwegian offshore and shipbuilding group that owns Britain's last big commercial shipyard on the Clyde, made Nkr424 million (£37.5 million) profits for the first four months of 1992 (Nkr401 million). The company, whose shares are traded in London, gave the terms of its one-for-seven rights issue of 5.6 million new shares, fixing a subscription price for the previously announced issue at Nkr175 for all share classes.

## Water dividend up

NORTHUMBRIAN Water has raised its dividend for the year to end-March by 10.2 per cent to 20.5p, improving slightly on the 9.7 per cent rise in its interim payment. Sir Michael Straker, the chairman, said this was broadly in line with the increase envisaged when its price limits were set. Pre-tax profits recovered strongly after a 14 per cent dip in 1990-91, rising 30 per cent to £61.1 million on turnover up 22 per cent to £204 million.

Comment, page 25

## Foreign activity limits Cape slide

By COLIN CAMPBELL

CAPE, manufacturer of fire protection products and construction-related materials, and 66.5 per cent owned by Charter Consolidated, limited the decline in 1992 operating profits to 14 per cent against the background of a deep recession in several of its markets.

Jeffrey Herbert, chairman, and Michael Farebrother, chief executive, said Cape had deliberately structured its activities in recent years in order to be less dependent on the British economy, and that 39 per cent of group turnover was now generated abroad — compared with 29 per cent of turnover in 1991, and 23 per cent of turnover in 1990.

Pre-tax profits in the year to end March totalled £13.6 million (£17.1 million) on a turnover that was 10 per cent higher at £202.9 million. Net cash balances at year end stood at £16.4 million (£21.7 million). The return on average capital employed was 26

per cent, compared with 32 per cent a year earlier.

Cape will continue to seek acquisitions in all markets, the directors said.

The group has re-opened its office in Kuwait and plans to open an office in China to act as a base for the promotion of Cape's fire protection products.

The company made its final exit from asbestos-related products three years ago, although an annual provision charged against profits for compensation for industrial disease was likely to remain a charge against profits for some years yet. The compensation charge against 1992 profits was £1.25 million, down from £1.3 million.

The final dividend is held at 7.5p a share, making an unchanged total dividend of 10.5p a share, covered 1.5 times by net earnings of 17p a share.

Cape shares were unchanged at 223p.

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# Well resourced.

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Last year the Group invested more than £200 million in R&D. And in the past six years it has launched ten new active substances as products.

Over a fifth of Wellcome's staff, some 3,450 people, work in pharmaceutical R&D. In the last decade three scientists received Nobel Prizes for medicine while involved with the Group.

A notable list of achievements?

Wellcome thinks so.

For information about the forthcoming Share Offer, telephone: (081) 944 1242.

8am - 10 pm, including weekends.

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مكتبة الأصول



# Heseltine refers two rival bids for BIH

By ROSS TITMAN, INDUSTRIAL CORRESPONDENT

BIDS by Britain's two biggest North Sea helicopter operators for British International Helicopters (BIH), their smaller rival, have been referred to the monopolies commission.

Rival offers from a management consortium and Offshore Logistics, the American group, escaped a reference. BIH, which formed part of Robert Maxwell's group of private companies, was placed in administrative receivership last December. The company was offered for

sale by the receiver, John Talbot of Arthur Andersen.

More than six bids are understood to have been made for the business. Only four were reviewed by the Office of Fair Trading. An Arthur Andersen spokesman could not say whether the administrator would proceed with the auction, or await the outcome of the MMC investigation.

Murdoch McKillop, one of the joint administrators, said the referral added to serious regulatory hurdles faced by all the offers. "Today's DTI decision will inevitably add to the uncertainty surrounding BIH's future," he said. "It will inevitably have an adverse impact on the company's creditors."

Michael Heseltine, the trade secretary, referred bids from Bristow Helicopter Group and Bell Helicopters on the advice of Sir Gordon Borrie, director general of fair trading. Sir Gordon said he was concerned about any further concentration of ownership in helicopter services to the North Sea oil industry.

BIH, which is believed to have large debts to other Maxwell companies, is one of only three helicopter companies providing services to the North Sea oil industry worth £200 million a year.

The company has a key contract to provide services to Shell, the Anglo-Dutch oil company, and operates 16 long range and four short range machines from Aberdeen airport. Machines based in Penzance provide the only scheduled helicopter service to the Isles of Scilly. These are not covered by the reference.

Bristow is the world's biggest helicopter operator. It is also the biggest operator in the North Sea, with 37 long range helicopters and 17 medium-sized machines. Bond Helicopters operates 10 long-range helicopters and 23 medium machines from Great Yarmouth and Aberdeen.

According to industry estimates, Bristow would control three-quarters of the North Sea helicopter services market if it were to acquire BIH, while a purchase by Bond would leave two players each controlling half the market.



HAMBROS, the merchant bank headed by John Keswick, chairman (left) and Christopher Sporborg, his deputy, hinted that its inner reserves were more than £37 million. It said, however, that it would not reveal them until the EC's deadline in 1994, because of continuing confusion over international regulatory requirements.

## Bar sought on audit of own valuations

By GRAHAM SEARJEANT, FINANCIAL EDITOR

THE accounting institutes' joint ethics committee has recommended a company's auditors should not be permitted to audit specialist valuations, including that of brand names, that had been made by the auditor or an associate, unless they are immaterial. The recommendation is a response to complaints that auditors promoted their own valuation services unfairly.

The committee has also recommended guidelines for opinion shopping, where a company asks rival firms for a more favourable accounting interpretation of transactions than its own auditor favours.

An accountancy firm asked for a second opinion by a firm that is not a client should only do so if it has contacted the auditors and has access to the same information. Otherwise, it should give only a generic opinion which is hedged by caveats about its

lack of knowledge of the individual circumstances.

The proposals, which were published yesterday for comment before recommendations are made to the member institutes, are the product of earlier consultation documents seeking views on accountants' views. A new consultation document seeking views about the ethics of predatory pricing for auditing contracts, known among accountants as low-balling,

was also published yesterday. □ Edwin Glasgow QC, chairman of the Financial Reporting Review Panel, which seeks to enforce accounting standards, says that all 240 of the quoted companies which failed to disclose whether their accounts were prepared in accordance with accounting standards have now agreed to do so after intervention by the panel.

Accountancy Times, page 31

## Aviation losses damage CE Heath

By JONATHAN PRYNN

EXCEPTIONAL losses of £12.4 million arising from aviation underwriting have left pre-tax profits at CE Heath, the insurance broking group, 25 per cent lower at £19.1 million for the year to end-March.

CE Heath assumed the aviation underwriting losses when it floated 45 per cent of its Australian underwriting subsidiary, CE Heath International Holdings, on the Australian stock market in April. The aviation activities have been discontinued.

At the operating level, the group performed well, with insurance brokerage up 31 per cent to exceed the £100 million mark for the first time. After acquisitions, the underlying increase in brokerage was 13 per cent. The overseas broking subsidiaries all reported strong gains.

Pre-tax profits before exceptional items rose 9 per cent to £31.5 million. The final dividend has been maintained at 18.375p, making an unchanged 25.875p.

The Australian flotation and the disposal of Pinnacle, the group's financial reinsurance subsidiary last year, has reduced gearing to below 30 per cent.

## High Court rules on swap deal

THE High Court ruled yesterday on which of the banks that face losses on interest rate swap deals with local authorities should pursue test actions in court. Mr Justice Hirst made his decision after the six cases previously chosen as "lead" actions — with the aim of determining key issues — settled out of court.

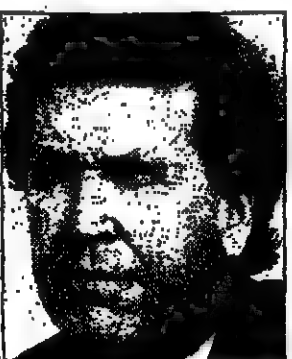
Several dozen banks and a greater number of local authorities are involved in more than 200 outstanding swaps cases, which arose from a House of Lords ruling that swaps transactions, widely used by councils to maximise their finances, were unlawful.

The first of the new lead actions to come to court, on January 11 next year, will be a claim for just over £5 million by SG Warburg against Birmingham City Council. The issue, common to every outstanding case, is whether claims for restitution by the banks are sound in law.

Should that case be settled in the meantime, the court will hear either the claim by Westdeutsche Landesbank Girozentrale against Islington Borough Council, north London, for £1.145 million, or that by Kleinwort Benson against Sandwell council, West Midlands, for just over £360,000. It is possible that both will be heard.

## Louis-Dreyfus to leave Saatchi

By MARTIN WALLER



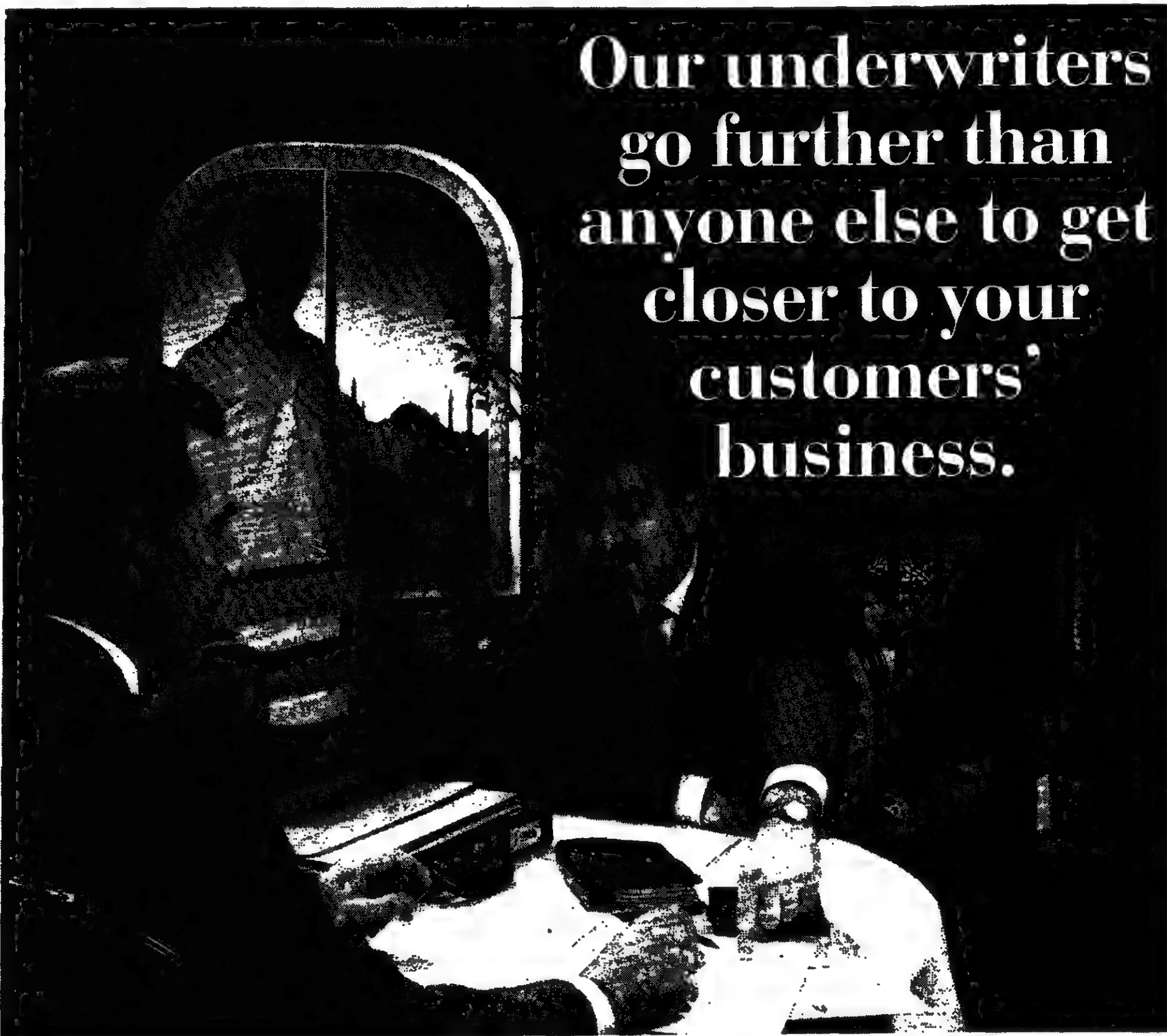
ROBERT Louis-Dreyfus, chief executive of Saatchi & Saatchi Company, the advertising group, will stand down in the middle of next year in favour of Charles Scott, currently chief operating officer, he told shareholders at yesterday's annual meeting.

M Louis-Dreyfus, who built up the world's second-largest market research group in America before joining

Saatchi, took up the post in January 1990. Maurice Saatchi, the chairman, said M Louis-Dreyfus had seen the job as a medium-term challenge and was standing down as expected.

M Louis-Dreyfus replaced Mr Saatchi and his brother Charles as chief executive and is widely credited with the much-needed financial restructuring that followed. He told shareholders that so far 1992 had shown that the worst was over, although there was no real sign of an upturn in client spending and there remained many uncertainties about the pace of world recovery.

Average net debt for 1992 was expected to be about £200 million. "I continue to be confident that 1992 will mark the start of an improved performance by the group despite the outlook for little, if any, improvement in revenue," M Louis-Dreyfus said.



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## COMPANY NEWS IN BRIEF

**IRSprung (Fin)**  
Pre-tax: £4.9m (£3.5m)  
EPS: 33.1p (21.5p)  
Div: 4.87p, mkg 7.5p

**PORTER CHADBURN (Fin)**  
Pre-tax: £5.6m (£5.3m)  
EPS: 5.2p (5.7p)  
Div: 1.65p, mkg 2.5p

**DANKA SYSTEMS (Fin)**  
Pre-tax: £11.7m (£9.4m)  
EPS: 29.3p (23.1p)  
Div: 2.5p, mkg 3.75p

**TAMS (JOHN) (Fin)**  
Pre-tax: £1.64m (£2.88m)  
EPS: 4.92p (8.34p)  
Div: 2.41p, mkg 4p (4p)

**BALL (AH) (Fin)**  
Pre-tax: £960,000  
EPS: 10.19p (8.04p)  
Div: 4.8p, mkg 7p

**NEOTRONICS (Int)**  
Pre-tax: £1.14m (£1.5m)  
EPS: 2.77p (4.05p)  
Div: 0.85p (0.8p)

**COMAC GROUP (Fin)**  
Pre-tax: £362,424  
EPS: 4.05p (loss 0.75p)  
Div: Nil

Gains mainly due to fall in bank interest to £130,000 (£907,000). Total dividend is 22% up on previous year's total.

Last year's results are restated. Last year's total dividend was 2.4p. Turnover was £132.4m (£111.7m).

Company is now the second-largest independent distributor of office equipment in America.

Board reports "excellent and exciting prospects" for the bone china operation.

Last year's profits were £825,000. Total dividend last time was 6.75p. Cash in the bank is £1.8 million.

Board is confident of growth as important markets come out of recession. Some evidence of upturn in UK.

Return to profit after loss of £34,853 last time. Balance sheet is strong and acquisitions are planned.



## Boost for Britain from EC rules on capital adequacy

Water into water

هكزامين الاصيل



Britain  
dies on  
quacy

## Hard work pays off at Racal

Anyone determined to find fault with Racal's full year figures might have focused on the £54 million of extraordinary costs taken below the line. Instead, analysts and investors concentrated on more positive aspects of the results and enthusiastically chased Racal shares up by 7.5 per cent. Racal escaped against the odds from a hostile takeover attempt from the conglomerate Williams Holdings last November, largely on the strength of forecasts of £100 million operating profits and pre-tax income of £50 million. Neither target looked easy for a group which made substantial losses in the previous year, if profits of the demerged Vodafone are stripped out, but Racal managed to beat its targets in style, pre-tax profits stretching to £55.6 million and operating profits topping £103 million.

An eyebrow or two was raised by the inclusion of £19.1 million of losses and provisions for disposals and closures below the line, given that the Accounting Standards Board is attempting to limit severely the use of extraordinary items. The ASB has said, however, that it does not want a new accounting standard to be anticipated and, in any case, other smaller companies, such as Electromechanics which also reported yesterday, are making bigger below the line charges.

There was nothing magic in the way Racal met its targets. None of its businesses has seen much in the way of growth. The uniformly positive divisional results were won through hard work and good housekeeping; working capital has been squeezed, costs cut and operations rationalised. This spring cleaning will work to Racal's advantage. A further strong profit recovery does not depend on volume gains or hopes of an end to recession. This year the group should make well over £100 million pre-tax, thanks mainly to more good housekeeping, much lower above the line exceptional charges, loss elimination and the benefits of the lower cost base achieved last year. County Natwest's Patrick Wellington is looking for £115 million before tax giving earnings of 5.1p per share and a handsome 70 per cent dividend rise to 1.7p per share.

The demerger of the Chubb security interests seems on track and should keep the shares firm through the summer. Having returned to basics after recent distractions, management can expect the shares, which trade at little more than an average market rating, to be rewarded with something better.

## Water into waste

Northumbrian Water is one of the smaller privatised groups but its long-term strategic problem is typical. There is little growth in demand in its region and after the 1994 price review trims returns and transfers efficiency gains to customers, it will not be able to maintain 5 per cent real dividend increases from its utility operations. Diversification is not an easy way to reduce dependency on the core business for a company with limited funds. Building non-core turnover is one thing. Developing significant profits is harder. Much of its water charges are to pay for capital spending rather than running costs, so margins there are high.

Northumbrian has separated functions such as laboratories and bought a varied clutch of small related businesses, which it aims to weld into a waste and land reclamation division. Sales to third parties are, however, still running at only about £26 million, against utility income of £173 million, and profits will not be significant by 1995, when takeover protection is over. The shares now yield less than 6 per cent in dividend but sell at only 5.5 times earnings, so Northumbrian would become vulnerable to a conglomerate bidding for cheap earnings unless it can tell a convincing story to boost its rating.

The way L. John Clark is turning round a conglomerate that had lost its way is a lesson in corporate get-fit, reports William Kay

On Monday, the investment community will hear the latest bulletin on one of the corporate intensive care ward's more unnecessary patients: BET, the support services company which embraces Initial towel rental, Shorrock security, scaffolding, crane hire, employment agencies, Boulton & Paul windows and much else. Too many of these businesses were acquired too quickly for too much debt. Throw in a recession and you have the perfect recipe for indigestion.

BET was founded early this century by a German businessman, Emil Gercke, as British Electric Traction and became a big bus operator. Gercke recruited as a teenage assistant John Spencer Wills, who married Gercke's daughter and became managing director of BET in 1946.

Faced with the threat of nationalisation by the postwar Labour government, Mr Wills arranged to buy Rediffusion, a cable broadcasting company in the UK and overseas. That marked the start of BET's philosophy of diversification, into anything from publishing to aircraft training simulators. With Associated Newspapers, Rediffusion won the original commercial television franchise for London weekday programmes. It sold its interest in Thames Television, the successor company, shortly before the franchise was lost.

By the time Sir John, as he became, retired as chairman in 1978, BET had lost momentum and become an illiquid and stagnant conglomerate. His son Nicholas, who became managing director in 1982, started to sort this out by concentrating on the group's business services businesses, expanding them by acquisition and selling everything else.

The strategy was successful and much applauded in an age of contracting out, but went badly wrong at the start of the recession. BET bought expensive before selling to raise the money and when the market for such businesses as double glazing turned sour, the company was left with unmanageable debts, few tangible assets, negative cash flow and a crisis of confidence. Biffa, a core investment in waste services, had to be sold to raise cash.

Institutional pressure brought calls for change. And it came in the tall and bulky shape of L. John Clark, a Florida-born management school graduate who cut his teeth at Singer, the sewing-machine company. It was at Singer some ten years ago that Mr Clark, now 50, first demonstrated his ability as a ruthless corporate surgeon. Based in London, within three years he turned round Singer's Europe, Africa and Middle East division from a \$33 million annual



Driving and driven: Clark made clear as soon as he arrived last April that he intended to lead the company from the front

loss to profits of \$27 million a year. He repeated the feat at Core-Mark International, an American consumer products group.

These credentials made him a headhunter's dream for the chief executive's job at BET, where he landed in April last year. As he walked through the door, he said: "I would be less than honest if I did not say that leadership from the front is one of my characteristics. I believe very strongly that one sets a management style by example."

Mr Clark's style has been 14-hour days, installing management controls and relentlessly hammering at costs. He has instituted US-style aphorisms such as "There are no staff here — all employees are operators and customer representatives", and "I not only do not believe in, I will not allow, politics".

He came across some quaint local customs. As he confided to a business gathering in Atlanta, Georgia, recently: "When I attended my first BET board meeting, I found that the hunch afterwards lasted longer than the meeting itself. But I guess that is just the way things work in England. Maybe my colleagues will have less of a midday appetite when they see the work schedules I have set out for them for the next year."

After 14 months in the job, Mr Clark pronounced himself satisfied with progress so far. "I have laid down a three-phase programme to restructure BET," he explained. "The first phase is organisation cost reduction and is all about attacking overhead expenses and flattening the organisation to ensure quicker verti-

cal communication and decision-making. The second phase is called total productivity. Processes are created that set the standards by which the business is judged and allow annual reviews to measure performance. Zero-based budgeting techniques are a key part of this phase and there is a detailed look at how marketing, selling, administering and delivering what is promised to customers, happens. It's about organic growth, and historically BET has not been known for that."

The third phase is called customer focus and is the natural result of successful implementation of the first two phases. By then, the company should be a focused, entrepreneurial but integrated organisation, which is a quality and cost leader in each of the areas of its operations."

Such edicts give the flavour of the man: determined, logical, driven, jealous of time and carrying an attitude that people are either for him or against him. Managers are induced to bare their souls at so-called "prayer meetings" lasting two to four hours, at which problems are thrashed out and solutions agreed. And the solution had better be working by the next prayer meeting.

The annual results announced on Monday will be hedged around with the white-foam normally associated with an incoming chief executive, particularly as BET will be one of the first big companies to report under more stringent accounting rules relating to acquisition goodwill. Nicholas Wills, who had moved up to become

chairman, finally departed at the end of March.

At the interim stage, Mr Clark took a £90 million provision to sell unwanted businesses over the next two years. "More importantly," he said, "we put into the culture of the company the fact that the control of capital expenditure and working capital were part of the everyday part of being BET. If properly managed, business services have the capacity to earn fine returns and be cash generative, and I believe that if you have cash in the nineties, you can do anything you want to do."

Numbers apart, Mr Clark will be able to report that the patient is recovering. Phase one is complete, and last year's £425 million debt has been substantially reduced. Head office staff has been cut from 300 to 60. A management system is in place, so Mr Clark knows what is going on, and the arrival of a new finance director, Robert Mackenzie, in December heralded the installation of a thorough financial control system. He is being followed by new heads of human resources, planning development and marketing.

Mr Clark has divided the business into 110 profit centres, grouped into six lines of business: textile rental, cleaning, security, plant hire, distribution, personnel and a development division that handles catering, joinery products and a facilities management service. Total productivity year has just started at BET, and 1993-4 will be devoted to customer focus. Mr Clark's object is to turn BET from a holding company into a fast-growing operating company, based on con-

tracting out people and equipment to perform services. Last year Mr Clark drew up a list of activities that he decided had the potential to grow.

Acquisitions have been confined to crack-fillers that will help existing operations. Although BET went into contract catering a year ago, Mr Clark was not tempted to join the recent auction for Gardner-Merchant, Forie's contract catering business. That was deemed too big. Nevertheless, BET claims to be Britain's biggest schools caterer, recently winning the contract for Kent Education Authority. It has similar commissions for Gloucestershire and Berkshire. The Conservative election victory was a blessing in promoting the contracting-out cause.

"We're looking at opportunities to take over large parts of activities in corporations that might want to get out of particular businesses like cleaning or catering," said Mr Clark. He wants to expand BET internationally. At present, its business is split 60:20:20 between the UK, continental Europe and America. By the turn of the century that could become 25:25:25, with east Asia as the fourth leg.

That will involve acquisitions. But this time, there will be a tight grip on the purse strings. If Mr Clark were to fall under a denationalised bus tomorrow, he would have left a lasting legacy. Apart from anything else, board meetings last considerably longer than they used to — and boardroom lunches are considerably shorter.

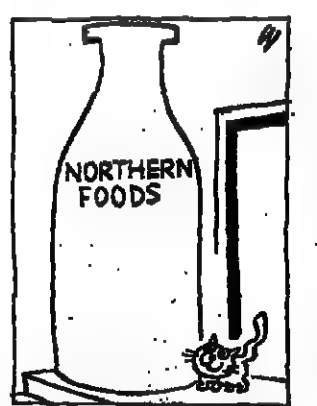
## THE TIMES CITY DIARY

### Frost over Slater

DESPITE the strained and far from discreet efforts of numerous cave-dwellers, the only discernible topic of conversation from an animated but amicable discussion between Jim Slater, former head of one-time investment group Slater Walker Securities, and media impresario David Frost was, of all things, United Artists. The unlikely duo were spotted in deep conversation, beneath haloes of cigar smoke, at Christopher's restaurant in Covent Garden yesterday afternoon. According to sources seated at adjacent tables, it was Slater who appeared to be imparting all the information while Frost took copious notes throughout the meal, simultaneously smoking two large cigars, impervious to the withering looks from fellow patrons. Wine was consumed only in moderation — insufficient to account for Frost's growing excitement — and both men left the restaurant together without either apparently paying the bill. Subsequent enquiries by *The Times*, however, reveal that the bill had been added to Frost's account.

### Plane sailing

COUNTY NatWest's number one rated transport team is offering two bottles of champagne to the first six callers who can identify "relatively exactly" the five aircraft silhouettes on the cover of its new tome on the GPA flotation. Airline analyst Mark Coombs is giving away no clues except to say that all five are modern



planes currently in operation. Correct answers to Coombs or saleswoman Jane de la Rosa.

### Hambros history

THE item in yesterday's *City Diary* about Hambros, the merchant bank, flying the Danish flag outside its Tower Hill offices last Friday — to mark Danish Constitution Day and not as a sign of the Euro-affiliations of its senior executives — has caused a number of amateur City historians to telephone to explain the significance of Denmark to Hambros. "The Hambros family was originally called Levy and they came from a Danish town called Hambro," says one well-informed source. "The name was changed before they moved to England."

### Heli headache

DID the Office of Fair Trading declare an interest before recommending that the two rival bids for British International Helicopters, part of the collapsed Maxwell Communication Corp (MCC) be referred to the Monopolies and Mergers Commission? Its office in Bream Buildings, Holborn, overlooks the helicopter pad on top of nearby Maxwell House — one of only three such pads in central London — and, according to neighbours, has long been a source of incessant and intense aggravation.

### Salomon tragedy

THE trading desk at Salomon Brothers has been in mourning this week following the sudden death of one of its young market makers at the weekend. Paul Wynne, aged 26, described by colleagues as extremely popular and very able, was found dead at his flat in Hinchin, Hertfordshire on Sunday after he failed to arrive for a golf tournament. He lived alone. "He started his City career in the settlement department at Wood Mackenzie, moved over to settlements at Salomon and we then put him on the front line, making markets," says his erstwhile boss, Ian Stephenson, now with Smith New Court. "He had flair and initiative — he was one of those people who had pulled himself up by his boot straps." Although a post mortem has not yet been carried out, Wynne is believed to have died after suffering a severe asthma attack. His funeral is expected to be held in his native Edinburgh, where his parents still live.

CAROL LEONARD

## Unfair share views not Wellcome

From Mr G. Maddrell  
Sir, We were concerned to read your piece "Wellcome offer puts price first" (June 5). In particular, we regret the comments attributed to Mr Banks of Robert Fleming. Wellcome's approach to wider share ownership is well-known. Its leading-edge commitment to employee share ownership on a worldwide scale is second to none. We cannot, therefore, believe that the comments attributed to Mr Banks reflect the views of Wellcome itself. The clear impression is that the chance of participation in a highly successful company, whose share price performance has been outstanding, is to be made difficult for the private

investor. That is hardly the way to encourage private investors. Wellcome has demonstrated its commitment. If we are to achieve widespread personal share ownership, at sensible and economic levels, companies' advisers, no less than the companies themselves, must also commit to it. If the comments have been accurately reported, they are to be deeply regretted. If they have been inaccurately conveyed, we hope that the advisers will take steps to put the record straight. Yours faithfully, GEOFFREY MADDRELL, Chief Executive, ProShare (UK) Ltd, 13 & 14 Basinghall Street, EC2

## Morland's plight

From Ms V.H. Valentine  
Sir, Unlike institutions and individuals with large portfolios, small investors like myself take a genuine interest in "their" company. To see it fall prey to an unwelcome bidder truly hurts. With the government encouraging small investors, I responded by purchasing shares in a small, promising brewery — Morland, now the subject of a hostile bid from Greene King. My decision to reject Greene King's offer will not, I believe, cause Simon Redman, chairman of Greene King, undue personal distress. That is a feeling reserved for those in sympathy with the plight facing the committed and successful managers of the country's second-oldest independent brewery. They are the team who, in under six years, shook Morland out of the eighteenth century and set it firmly on course for the twenty-first. Profits have not soared; rather

they have improved steadily. And they've done so without the disastrous levels of gearing that have undermined so many companies spurred by selfish greed rather than by responsible management. Gone will be a centuries-old brewery. Gone will be over 100 jobs. Gone will be a range of superior traditional beers. And gone will be yet another chunk of treasured British heritage, the victim of greed and short-termism, the true "British disease." As for being the "answer to Morland's problems", as the offer document says, Morland doesn't have problems. That's why it is so attractive to Greene King. Morland's management was "in discussions" looking to grow from a position of strength. It was not looking to be swallowed up, lock, stock and barrelage by Greene King. Yours faithfully, V. H. VALENTINE, Upper Farm House, Aston on Carrant, Nr Tewkesbury, Gloucs

## Why depart from the present expenditure tax?

From Mr P.M. Greenwood  
Sir, I am glad to see from the last sentence of Philip Chappell's letter (Business Letters, June 2) that he has at last been converted over the long term to preserving the present United Kingdom pensions taxation system.

His last sentence says: "Another decade or so and we can move from ex-PEPs to the true goal of an expenditure tax alone." A prime advantage of the present UK pensions taxation system is the way in which it models an expenditure tax — tax relief on contributions, freedom from tax on investment returns and tax when annual benefits are paid, that is, when expenditure is likely to be incurred.

Philip Chappell, for several years, has advocated a move to a system whereby pension contributions and investment income are taxed and benefits are tax free. This is the reverse of an expenditure tax. Philip Chappell is now aiming to have the equivalent of the existing pension tax system in place in a "decade or so". In this case, why change away from it now?

Yours sincerely, PAUL GREENWOOD, William M. Mercer Fraser, 44/45 West Street, Chichester, West Sussex

## Flying to Japan has never been so rewarding.

"Kansha" is the Japanese for appreciation and it is customary to mark such gratitude with a gift. That's why JAL would like our customers to accept a free offer. It is available to passengers who buy adult full fare, First or Executive Class return tickets from Europe to Japan paid for in the UK, between 1st June and 30th September.

A Free Economy Class Return ticket London/Japan to be taken between 1st September 1992 and 28th February 1993. Return to London by 31st March 1993.

Or, a European break voucher worth £600. You can use it as full or part payment of a European Break offered by Creative Tours Limited to one of 10 destinations.

If you would like more information about these: tokens of our appreciation please telephone us on 071 408 7727.

### Japan Airlines

A WORLD OF COMFORT



This offer notice has been issued in compliance with the requirements of the London Stock Exchange. Application has been made to the London Stock Exchange and the Committee of the Irish Stock Exchange for the whole of the Ordinary Share capital of GPA Group plc ("the Company"), issued and now being issued as part of the Combined Offering referred to below, to be admitted to the Official Lists in London and in Dublin.

This document does not contain any information about the Company. It should therefore be read in conjunction with the full U.K. and Ireland Prospectus dated June 9, 1992 which alone contains details of the history and business of the Company and listing particulars relating to the Company (the "Listing Particulars"). In applying for Ordinary Shares in the Company, you will be treated as applying on the basis of the information contained in the Listing Particulars and on the terms and conditions of application set out therein. Copies of the Listing Particulars have been delivered to the Registrars of Companies in Ireland and in England and Wales and are available as set out below.

Save where the context otherwise requires, expressions defined in the Listing Particulars shall have the same meanings when used herein.

# GPA Group plc

(Incorporated in Ireland with limited liability under the Companies Act, 1963 with Registered No. 51950)

## Public Offer by Schroders

In the Combined Offering being made in the U.K. and Ireland and elsewhere, up to 85,000,000 Ordinary Shares of \$1 each (subject to increase) are being offered

The U.K. and Ireland Offer Price per Ordinary Share is expected to be between  
\$10.00 and \$12.50  
or the sterling equivalent  
£5.45 and £6.80

June 11, 1992

A public application form in respect of the U.K. and Ireland Offer is attached together with a guide on how to complete it. Completed application forms and payment must be received in accordance with the instructions set out below and in any event not later than 6.00 p.m. on Tuesday, June 16, 1992.

In connection with the Combined Offering, Nomura International plc as Global Co-ordinator may over-allot or effect transactions which stabilise or maintain the market price of the Ordinary Shares, the American Depositary Shares representing Ordinary Shares which are the subject of the Combined Offering and/or any other securities of (or options, warrants or rights with respect to, or interests in, the shares or other securities of) the Company at a level which might not otherwise prevail in the open market. Such transactions may be effected on the London Stock Exchange or the New York Stock Exchange or otherwise outside Ireland. Such stabilising, if commenced, may be discontinued at any time.

Following the Combined Offering the authorised Ordinary Share capital of the Company will be 450,000,000 Ordinary Shares of \$1 each, of which 286,295,263 are expected to be issued and fully paid.

### The U.K. and Ireland Offer

Under the Combined Offering, the Company and the Selling Shareholders are offering for subscription or sale in the U.K. and Ireland, the U.S., Japan and elsewhere up to 85,000,000 Ordinary Shares representing up to 29.7% of the enlarged issued Ordinary Share capital of the Company (subject to increase).

Although each of the offerings forming part of the Combined Offering is being made separately, the offers are inter-related, particularly as to matters of timing, size and price, and are being co-ordinated by the Global Co-ordinator.

If you wish to apply for Ordinary Shares in the U.K. and Ireland Offer, you must complete and return the attached public application form in accordance with the accompanying guide. You may pay for Ordinary Shares in the U.K. and Ireland Offer in either sterling or dollars.

The U.K. and Ireland Offer is being made by way of a public open price offer in the U.K. and Ireland. Applicants in the U.K. and Ireland Offer are being invited to specify the maximum price in sterling or dollars at which they are willing to acquire Ordinary Shares, which price must be within the range of prices set out above. Applicants in the U.K. and Ireland Offer who do not specify a maximum price will be taken to have applied for Ordinary Shares at the U.K. and Ireland Offer Price in the currency of the cheque or bankers' draft sent with the relevant application.

Ordinary Shares will be sold in the U.K. and Ireland Offer at the U.K. and Ireland Offer Price. The U.K. and Ireland Offer Price in both sterling and dollars and the basis of allocation of the Ordinary Shares is expected to be announced at 12.30 p.m. on June 18, 1992. The U.K. and Ireland Offer Price, when determined, may be less than \$10.00 or £5.45 per Ordinary Share but will not be more than \$12.50 or £6.80 per Ordinary Share.

Applications which specify a price lower than the U.K. and Ireland Offer Price will be rejected. If your application is successful, in whole or in part, a Letter of Allotment for the Ordinary Shares allocated to you is expected to be despatched to you on June 25, 1992. If there is heavy demand for the Ordinary Shares, you may receive fewer Ordinary Shares than you apply for or, in some cases, none at all. If your application is not accepted, your cheque or bankers' draft will be returned. If your application is accepted in part, or the U.K. and Ireland Offer Price is less than the price at which you apply, you will receive a refund cheque for the balance of the money paid on application, without interest on that balance. Your refund cheque will be in the currency in which you applied i.e. dollars or sterling as appropriate.

It is expected that admission to the Official Lists in London and Dublin will become effective and that unconditional dealings in the Ordinary Shares on the London Stock Exchange and the Irish Stock Exchange will begin on June 25, 1992. It is expected that dealings will begin on June 18, 1992 conditionally upon closing of the Combined Offering which is expected to take place on June 25, 1992. Persons dealing in the Ordinary Shares on the London Stock Exchange or the Irish Stock Exchange before June 25, 1992 should recognise that such dealings will be of no effect if the closing of the Combined Offering does not take place.

Sponsors	U.K. Brokers	Irish Brokers	Global Co-ordinator
J. Henry Schroder Wagg & Co. Limited 120 Cheapside London EC2V 6DS	Barclays de Zoete Wedd Securities Limited Ebbgate House 2 Swan Lane London EC4R 3TS	Davy Stockbrokers Davy House 49 Dawson Street Dublin 2	Nomura International plc Nomura House 1 St Martin's-le-Grand London EC1A 4NP

### Application from outside the U.K. and Ireland

If you receive a copy of this offer notice and application form in any territory other than the U.K. or Ireland it does not constitute an invitation or offer to you, nor should you in any event use such application form, unless in the relevant territory such an invitation and offer could lawfully be made to you without compliance with any unfulfilled registration or other legal requirements. It is your responsibility if you are outside the U.K. or Ireland and/or subject to the laws of any overseas jurisdiction and if you receive a copy of this offer notice and application form and wish to make an application, to satisfy yourself as to full observance of the laws of the relevant territory in connection therewith, including the obtaining of any governmental or other consents and compliance with other necessary formalities, and to pay any transfer or other taxes or duties required to be paid in such territory in respect of the Ordinary Shares acquired by you under the Combined Offering.

No application may be made, or will be accepted, from or on behalf of any person in or who is a resident of the Isle of Man. No application may be made on any application form by or on behalf of any person in the U.S. or Canada. If the Company or Schroders has reasonable cause to believe that you are, or are acting on behalf of, a person in the U.S. or Canada, any application which you make may be rejected.

### Availability of listing particulars

Copies of the Listing Particulars will be available in the Companies Fiche Service maintained by Eutel Financial Limited, 37-45 Paul Street, London EC2A 4PB. Copies of the Listing Particulars will be available for collection during business hours up to and including June 15, 1992 from the Company Announcements Office, The Stock Exchange, Capel Court Entrance, Bartholomew Lane, London EC2 and The Stock Exchange, 28 Angelica Street, Dublin 2.

Copies of the Listing Particulars will be available for collection from the registered office of the Company (GPA House, Shannon, Ireland) and from the offices of Schroders, Barclays de Zoete Wedd Securities, Davy Stockbrokers and the Global Co-ordinator as set out above up to and including June 25, 1992. In addition, copies of the Listing Particulars will be available in the U.K. from:

ABERDEEN	Lloyds Bank Plc 4 Union Terrace Aberdeen AB1 1NU	GLASGOW	Lloyds Bank Plc 12 Bothwell Street Glasgow G2 6NY	LONDON	Lloyds Bank Plc Registrar's Department Issue Section 2nd Floor, Bole House 80 Cheapside London EC2V 6EE
BELFAST	Bank of Ireland 54 Donegall Place Belfast BT1 5BX	GUERNSEY	Lloyds Bank Plc St Peter Port Guernsey CI	MANCHESTER	Lloyds Bank Plc 53 King Street Manchester M60 2ES
BIRMINGHAM	Lloyds Bank Plc 125 Colmore Row Birmingham B3 3AD	JERSEY	Lloyds Bank Plc 9 Board Street St Helier Jersey CI	NEWCASTLE UPON TYNE	Lloyds Bank Plc 102 Grey Street Newcastle upon Tyne NE99 1SL
BRIGHTON	Lloyds Bank Plc 171/173 North Street Brighton BN1 1GL	LEEDS	Lloyds Bank Plc 6/7 Park Row Leeds LS1 1NX	NORWICH	Lloyds Bank Plc 16 Gentlemen's Walk Norwich NR2 1LZ
BRISTOL	Lloyds Bank Plc 55 Corn Street Bristol BS99 7LE	LIVERPOOL	Lloyds Bank Plc India Buildings Water Street Liverpool L69 2BT	NOTTINGHAM	Lloyds Bank Plc Old Market Square Nottingham NG1 6FD
CARDIFF	Lloyds Bank Plc 27 High Street Cardiff CF1 1QZ	LONDON	Lloyds Bank Plc 111 Old Broad Street London EC2N 1AU	PLYMOUTH	Lloyds Bank Plc 8 Royal Parade Plymouth PL1 1HB
EDINBURGH	Lloyds Bank Plc 113/115 George Street Edinburgh EH2 4TF	LONDON	Lloyds Bank Plc 8/10 Waterloo Place London SW1V 4BE	SOUTHAMPTON	Lloyds Bank Plc 19/21 High Street Southampton SO9 7AN
EXETER	Lloyds Bank Plc 234 High Street Exeter EX4 3NL				

### Guide to completing the public application form

#### 1. Put in Box 1 your full name and address (please use BLOCK CAPITALS)

Applications may not be made by anyone aged under the age of majority (18 in the U.K. and Ireland) but you may apply as a parent, grandparent or guardian of a person under 18 for the benefit of that person. To do this, you should write your own name and address in Box 1 and put the initials of the person on whose behalf you are applying in the designation box. If you make an application for a child in this way, you may also apply separately for your own benefit.

If you are applying for your own benefit, please leave the designation box blank.

If you are applying on behalf of a partnership, firm, trust, association, club or other unincorporated organisation, write your name in Box 1, put the initials of the organisation in the designation box and write the name of the organisation in the first line of the address.

If a corporation is applying, the full name of the corporation should be entered in Box 1.

#### 2. Put in Box 2 (in figures) the number of Ordinary Shares for which you wish to apply

Public applications must be for a minimum of 200 Ordinary Shares. Above 200 Ordinary Shares, applications must be in the following multiples:

Applications for	In multiples of
200 to 1,000 Ordinary Shares	100 Ordinary Shares
1,000 to 5,000 Ordinary Shares	500 Ordinary Shares
5,000 to 10,000 Ordinary Shares	1,000 Ordinary Shares
over 10,000 Ordinary Shares	5,000 Ordinary Shares

#### 3. Put in Box 3 (in figures) the amount per Ordinary Share you wish to pay in dollars or sterling.

Applications may be made either in dollars or sterling.

Applications must be made either at the minimum price of \$10.00 per Ordinary Share or £5.45 per Ordinary Share or at any higher price which is a whole multiple of 10 cents or 5 pence up to \$12.50 per Ordinary Share or £6.80 per Ordinary Share. You may leave Box 3 blank in which case you are deemed to have made an application in the currency in which your cheque or bankers' draft is drawn for the number of Ordinary Shares indicated in Box 2 at the U.K. and Ireland Offer Price when determined.

You may make more than one application for Ordinary Shares. However, each application you make must have a different price per Ordinary Share entered in Box 3 and must be made on a separate application form. Regardless of the number of applications you make, you may only make one application in which you leave Box 3 blank as described above. A separate cheque or bankers' draft must accompany each application form.

Applicants making more than one application should be aware that each separate application may be treated as valid. Consequently, separate allocations may be made in respect of each valid application at a price at or above the U.K. and Ireland Offer Price.

4. Put in Box 4 (in figures) the amount of your cheque or bankers' draft in dollars or sterling. The amount of your cheque or bankers' draft should be the price you have inserted in Box 3 multiplied by the number of Ordinary Shares inserted in Box 2. If you have left Box 3 blank the amount of your cheque or bankers' draft should be the maximum price of \$12.50 per Ordinary Share or £6.80 per Ordinary Share multiplied by the number of Ordinary Shares inserted in Box 2.

For example at the maximum price per Ordinary Share of \$12.50 or £6.80:

200 Shares would cost	\$2,500.00 or £1,360.00
300 Shares would cost	\$3,750.00 or £2,040.00
500 Shares would cost	\$6,250.00 or £3,400.00
1,000 Shares would cost	\$12,500.00 or £6,800.00

5. Sign and date the form in Box 5. If you are applying for the benefit of someone under the age of majority (18 in the U.K. and Ireland) you, rather than that person, must sign the application form.

The application form may be signed by someone else on your behalf who is duly authorised to do so. In this case, the original of the relevant power of attorney (or a copy certified by a solicitor) must be enclosed.

Applications made by corporations, whether on their own behalf or on behalf of other persons, must be signed by a duly authorised official, whose representative capacity must be stated.

6. Attach your cheque or bankers' draft to Box 6 with a pin. It should be for the exact amount you have put in Box 4 and in the same currency. No receipt will be issued.

If you apply in sterling, you may pay for the Ordinary Shares in sterling by personal cheque drawn on your bank or building society account. Alternatively, you may use a cheque or bankers' draft in sterling from your bank or building society (or personal cheque drawn by someone else) but then you must write your full name and address on the back.

If you apply in sterling, your cheque or bankers' draft must be drawn in sterling and bear a U.K. bank sort code number in the top right hand corner and must be made payable to "Lloyds Bank Plc A/C GPA Group plc Offer" and crossed "Not Negotiable".

Any monies returned for sterling applications will be sent by sterling cheque crossed "Not Negotiable A/C Payee Only" payable to the person named in Box 1.

If you apply in dollars your cheque or bankers' draft must be drawn in dollars and must be made payable to "Lloyds Bank Plc A/C GPA Group plc Offer". Your cheque or bankers' draft must be drawn on a branch of a bank in London, which is a participant in the London U.S. Dollar Clearing System. You should seek your bank's advice as to whether it is a participating bank. Applications accompanied by a cheque or bankers' draft drawn on a non-participating bank will be rejected.

Any monies returned for dollar applications will be by dollar cheque drawn on a bank in London. You should be aware that collection of these cheques by your bank may attract substantial charges levied both by themselves and the paying bank.

7. You may apply to hold the Ordinary Shares which you enter in Box 2 jointly with up to three other persons aged 18 or over. As joint applicants they should complete and sign in Box 7. Before signing, they should read carefully the declaration in Box 5. The form may be signed by an attorney or agent on behalf of the joint applicant(s), as described in Note 5. Photocopies of Application Forms will be accepted.

8. Cut out the application form as shown and return it together with the cheque or bankers' draft.

Send your completed application form or deliver it by hand to arrive not later than 6.00 p.m. on June 16, 1992 to either:			
LONDON	Lloyds Bank Plc Registrar's Department Issue Section P.O. Box 1000 Bole House 80 Cheapside London EC2V 6EE	DUBLIN	Allied Irish Banks, p.l.c. Registrar's & New Issue Department Bankcentre P.O. Box 954 Ballsbridge Dublin 4
If sending by post you should allow plenty of time for delivery			

or

Deliver your completed application form by hand to arrive not later than 10.30 a.m. on June 16, 1992 to:			
BELFAST	Bank of Ireland 54 Donegall Place Belfast BT1 5BX	EDINBURGH	Lloyds Bank Plc 113/115 George Street Edinburgh EH2 4TF
BIRMINGHAM	Lloyds Bank Plc 125 Colmore Row Birmingham B3 3AD	MANCHESTER	Lloyds Bank Plc 53 King Street Manchester M60 2ES
CARDIFF	Lloyds Bank Plc 27 High Street Cardiff CF1 1QZ	SHANNON	Allied Irish Banks p.l.c. Shannon Town Centre Shannon
CORK	Allied Irish Banks p.l.c. 56 South Mall Cork		

Cut along dotted line

**GPA Group plc**  
**PUBLIC APPLICATION FORM**

Before completing this form, please read carefully the accompanying guide

1. Please use BLOCK CAPITALS

Title	Forename(s) in full	
Surname	Designation (if any): A/C	
Address		
		Postcode

2. I/We offer to purchase\*  
Ordinary Shares (or such smaller number of Ordinary Shares for which this application is accepted)

3. At a price per Ordinary Share of £/\$\*  
(or any lower price for which this application is accepted)

4. I/We attach a cheque/bankers' draft for a total amount payable of\* £/\$\*

5. I make this application for Ordinary Shares in the U.K. and Ireland Offer on and subject to the terms and conditions of application set out in the Listing Particulars dated June 9, 1992.

Signature	Dated	1992
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6. ☐ Attach your cheque/bankers' draft here with a pin. It should be for the exact amount in Box 4, payable to "Lloyds Bank Plc A/C GPA Group plc Offer" and crossed "Not Negotiable". Attach one cheque/bankers' draft only.

7. JOINT APPLICATIONS  
The first applicant should fill in the boxes above. Other persons, applying to hold the Ordinary Shares jointly with the first applicant, should insert their names in BLOCK CAPITALS and sign in the box below.

I/We join in this application and give the declaration set out in Box 5.\*

Title	Forename(s) in full	Surname	Signature

Stamp of Financial Intermediary claiming commission

SIB No.	
Acceptance No.	Shares accepted
Commission calculated	

\*Delete as applicable



## Nintendo's game-boy plays a home run at last

**CORPORATE** Japan's shopping spree in America is not over yet. Having spent billions of dollars on prime real estate and the most famous names in Hollywood during the 1980s amid howls of indignation from some Americans, the Japanese are turning to entertain themselves with the lighter side of America and their target is sport.

Under an agreement made on Tuesday by the American major league baseball owners' committee and due to be approved yesterday by the 26 major league teams, the Seattle Mariners baseball team was sold to Nintendo, a Japanese video-game maker. If the deal is accepted, the Seattle Mariners will be the first American baseball team to be owned by the Japanese.

Under Hiroshi Yamauchi, its president, a man said to have entertained a strong affection for a New York Yankees baseball cap ever since he grew into long trousers, Nintendo will pay \$75 million for a 50 per cent stake in the Seattle Mariners but will have only a limited role in operating the team.

Mr Yamauchi first offered to buy the financially troubled team in January for \$125 million, but the offer sparked an uproar and accu-

**Joanna Pitman**  
reports on the  
latest Japanese  
craze — buying  
US sports teams

sations from some Americans, who claimed that Japan was deliberately targeting the nation's favourite pastime and trying to buy its heart and soul. No alternative buyer has emerged, and when Mr Yamauchi made alterations to his proposal, his boyhood dream began to come true.

But angry mutterings from baseball fans have not been muffled. The Yankee stadium in New York has been known to serve sushi and Sapporo beer as a trendy alternative to the more orthodox burger and Budweiser, and the recent purchase of a minor league team by a Japanese company set tongues wagging.

The question remains whether the fun-loving Mr Yamauchi's venture will be economically viable for a company specialising in computer and video games. Examples are legion of Japanese companies that bought

American assets at the height of the market and have burned their fingers.

Just 18 months after he bought the Pebble Beach golf resort in California for \$841 million, triggering a wave of anti-Japan rhetoric, Minoru Tsutsumi, a Japanese golf tycoon, was forced to sell it at a 40 per cent loss this February. The "I-told-you-so" reaction in America sent chills down the spines of executives at other Japanese companies that diversified into ill-timed real estate and other investments in the late 1980s.

The expenditure has been exorbitant. In 1986, Daiichi Real Estate paid \$94 million for the Tiffany building in New York and has been trying to sell it since. In 1990, Mitsubishi Real Estate paid \$946 million for a controlling stake in the Rockefeller Centre, also in New York, and in 1989, Sony snapped up Columbia Pictures for \$3.5 billion. In 1990, Matsushita bought MCA Communications for \$6.1 billion.

Faced with falling domestic profits and recession in international markets, Japan's new breed of movie moguls are now wondering if they should have left Hollywood to the Americans.



Field of dreams: Hiroshi Yamauchi now owns half of the Mariners' action

## Growing Atlantic fare war sends BA shares down

FROM REUTER IN CHICAGO

BRITISH Airways shares fell 8p to 269p yesterday on fears of further fare wars over the Atlantic. The battle-weary industry had little choice but to cut trans-Atlantic ticket prices on Tuesday, after Delta Air Lines brought the airfare wars to the European front.

Trying to boost demand for high-priced seats, Delta cut fares late on Monday on its so-called premium or most expensive tickets.

United Airlines matched the Delta cuts, but did so grudgingly. American Airlines also went along, as did Continental Airlines, which matched most of the new fares.

"We're puzzled and totally perplexed by Delta's move because advance bookings to Europe have been very strong," Joe Hopkins, a spokesman for United, said.

Analysts said European traffic has been healthy, but more for leisure than business travellers. Trans-Atlantic discounts, initiated by American Airlines, have been available on leisure fares since March.

Delta announced the first reductions of up to 45 per cent

in the price of business, first-class and full-coach fares to 36 European destinations. It left its cheapest advance-purchase fares unchanged.

For example, the round-trip coach fare to Rome from New York dropped to \$1,500 from \$2,616. First-class dropped to \$4,400 from \$5,774.

Delta's tickets are for travel starting by September 30 and completed by October 14. They require round-trip travel and a maximum 14-day stay.

Delta's move stepped up a fight that began in April, when American reduced business fares and created a simplified ticket structure.

Northwest fired back by offering two leisure tickets for the price of one. American then halved its lowest fare.

The fare war came as losses in the industry mounted under the impact of recession, slow traffic and competition.

Delta is hoping to boost premium passenger traffic on the routes it bought from the now-defunct Pan Am. The acquisition made Delta the largest American airline serving Europe.

## Peltz and May set to buy Galerias

FROM REUTER IN MADRID

TWO former directors of Mounleigh Group plc, the crashed UK property group, are the most likely candidates to buy Galerias Preciados SA, Mounleigh's loss-making Spanish retail subsidiary, a Galerias spokesman said.

"Everything points to Nelson Peltz and Peter May," he said. The two American entrepreneurs bought a 22 per cent stake in Mounleigh in November 1989, but last year sold half their holding to the Gordon Gentry Trust. "I don't think there have been any other offers. We hope there will be agreement very soon," the spokesman said.

He reported that negotiations, begun after Mounleigh went into receivership on May 25 owing £500 million, were still going on. Galerias has said that any bid would be for all 29 stores.

Galerias posted a 343 million pesetas (£1.87 million)

loss for the half year of April-October 1991, but is spending 20.23 billion pesetas on a five-year revamp plan, launched in November 1990.

Galerias said sales rose more than 30 per cent in the first two years after Mounleigh took over in 1987 from Gustavo Cisneros, a Venezuelan businessman.



Peltz likely buyer

## Nestlé buys 1.5m Suez shares

FROM REUTER IN LAUSANNE

NESTLÉ, the Swiss food concern, said it was in the process of buying more than 1.5 million shares in Cie de Suez, the financial conglomerate, from Exor, the French holding company.

A Nestlé spokesman said the deal had not yet gone through but added: "It is in progress and it will happen." A Suez official said that Exor had sold the shares at 320 French francs each, completing the disposal of its former 2.3 per cent stake.

Exor had already sold part of its stake to Credit Agricole, the French farm bank. Exor is controlled by IFINT SA, a Luxembourg-based investment company that is owned by Italy's Agnelli family.

After the fight between the Agnelli and Nestlé over Source Perrier SA, the French mineral water group, was settled in March, Cie de Suez, which backed Nestlé in the battle, said it expected its three partners to help in the expected sale of Exor's stake in Suez. The three partners are Nestlé, BSN and Credit Agricole.

## UPI bid thrown in doubt

FROM REUTER IN WASHINGTON

PAT Robertson, a television evangelist who was the winning bidder for United Press International at a bankruptcy auction last month, said he only wanted to buy UPI's name and one or two of its assets, rather than rescue the whole news agency.

He told a news conference yesterday that his lawyers would submit a modified offer for the agency in the Federal Bankruptcy Court in New York.

It was not immediately clear which assets Mr Robertson wanted to keep or whether they included the news wire service that is the traditional core of the agency, which was founded 84 years ago.

Pieter VanBennekom, a UPI executive, said that the agency now considered itself free to look elsewhere for a buyer in its struggle to stay alive. The company, he said, "must consider all of its options."

UPI has run in the red for more than 20 years and has twice declared bankruptcy to shelter itself from creditors.

## Acquisitions boost Mansfield Brewery

By MARTIN WALLER

A HEFTY and continuing public house acquisition programme at Mansfield Brewery, the Yorkshire and East Midlands brewer, raised pre-tax profits to £11 million in the year to end March, up from £8.04 million in the previous year.

This was despite a recession-led 4.4 per cent fall in sales to Mansfield's tied estate and a marginal reduction in free trade volumes. Overall, Mansfield's total draught beer sales were ahead by 2.8 per cent in a regional market that is estimated to have fallen by 4.6 per cent.

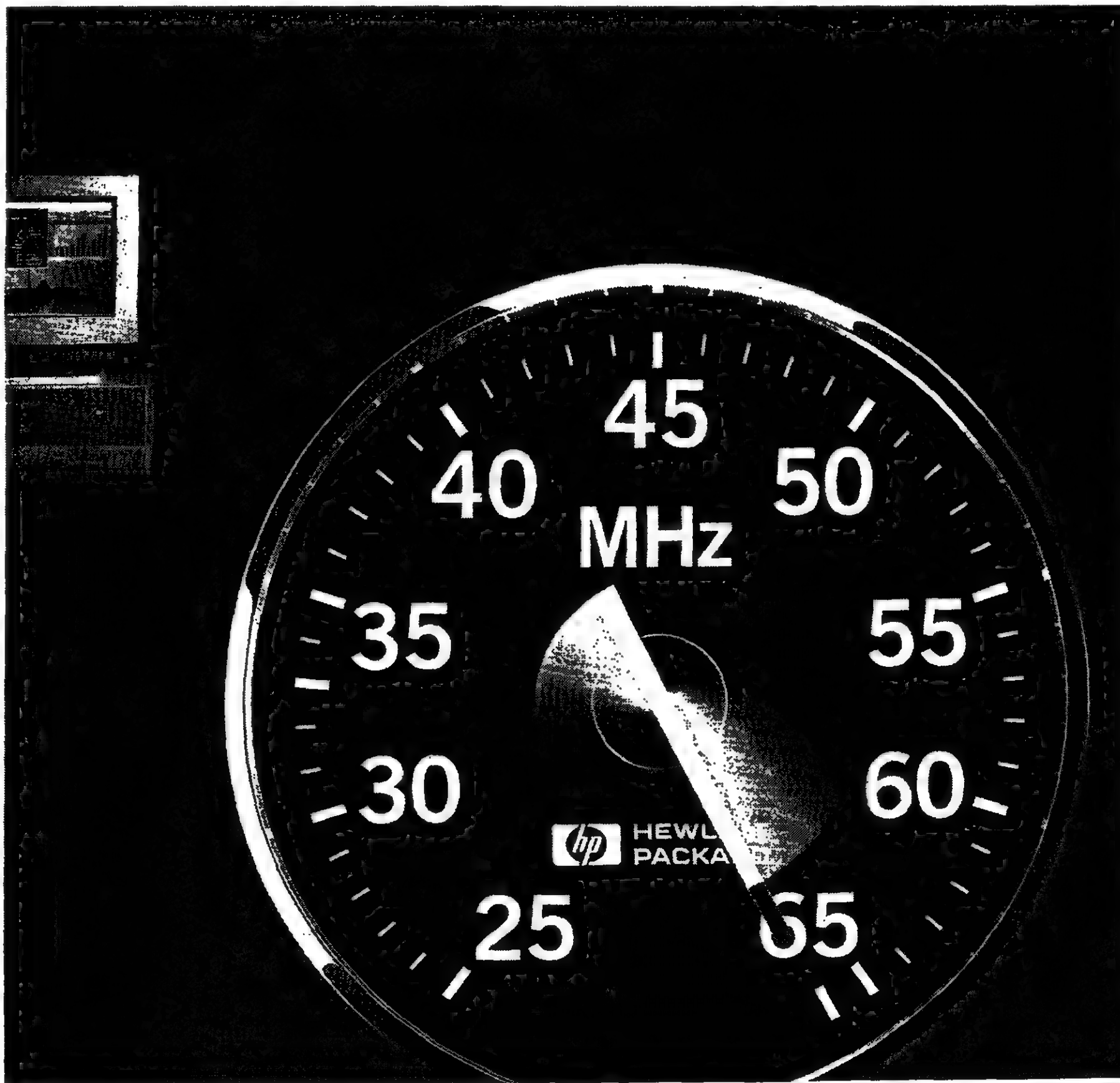
Mansfield, which two years ago withdrew from peripheral areas such as carpet cleaning, bought a total of 117 pubs last

year, bringing the total estate to more than 400.

Geoffrey Kent, the chairman, said the company would continue to expand both by full ownership and leaseholds. Borrowings rose by £16.5 million to £59.8 million, and year-end gearing was 43.7 per cent. A final dividend of 9.6p makes a total of 13.6p, up from 12.1p. The figures, and a confident statement from Mr Kent, sent the shares 12p ahead to 608p.

Like many other brewers, Mansfield suffered over the last financial year from the problem of bad debts to free trade customers. These required a charge against operating profits of £1.2 million for the year.

## The new upgradable HP PCs. From 25 to 66 MHz in 180 seconds.



### A step by step guide to Hewlett-Packard's Trouble Free Personal Computing.

1. Call Hewlett-Packard on (0344) 369222 for more information.
2. Then buy a new HP 486 PC, knowing that it's perfect for your needs today and in the future.
3. Wait for the future.
4. When it arrives, decide on the level of power you want to

upgrade your PC to. Remember that HP offers you the most flexible range of upgrades that are available.

5. Open your PC. (No problem: no screws.)
6. Slide the new chip into its socket. You can upgrade a i486\* at 25 MHz to 33, 50 or even 66 MHz.
7. Watch in delighted amazement as your HP PC automatically recognises the new chip and reconfigures itself to work even

more efficiently with it.

8. Day dream for a moment about how nice it would be if only you could upgrade your company car in as few seconds.



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The possibility made reality.



**HEWLETT  
PACKARD**



## THE TIMES UNIT TRUST INFORMATION SERVICE

Unit	Offer	%	Unit	Offer	%
ABBEY UNIT TRUST MANAGERS			Capel James Unit Trust		
Abbey Bond	40.80	97.17	Capel Bond	40.80	97.17
Abbey Dividend	41.50	97.17	Capel Dividend	41.50	97.17
Abbey Growth	42.20	97.17	Capel Growth	42.20	97.17
Abbey Income	42.90	97.17	Capel Income	42.90	97.17
Abbey Property	43.60	97.17	Capel Property	43.60	97.17
Abbey Share	44.30	97.17	Capel Share	44.30	97.17
Abbey Total	45.00	97.17	Capel Total	45.00	97.17
Abbey World	45.70	97.17	Capel World	45.70	97.17
Abbey US	46.40	97.17	Capel US	46.40	97.17
Abbey Japan	47.10	97.17	Capel Japan	47.10	97.17
Abbey Europe	47.80	97.17	Capel Europe	47.80	97.17
Abbey Asia	48.50	97.17	Capel Asia	48.50	97.17
Abbey Africa	49.20	97.17	Capel Africa	49.20	97.17
Abbey Oceania	49.90	97.17	Capel Oceania	49.90	97.17
Abbey Global	50.60	97.17	Capel Global	50.60	97.17
Abbey Index	51.30	97.17	Capel Index	51.30	97.17
Abbey Commodities	52.00	97.17	Capel Commodities	52.00	97.17
Abbey Energy	52.70	97.17	Capel Energy	52.70	97.17
Abbey Metals	53.40	97.17	Capel Metals	53.40	97.17
Abbey Agriculture	54.10	97.17	Capel Agriculture	54.10	97.17
Abbey Healthcare	54.80	97.17	Capel Healthcare	54.80	97.17
Abbey Technology	55.50	97.17	Capel Technology	55.50	97.17
Abbey Media	56.20	97.17	Capel Media	56.20	97.17
Abbey Telecommunications	56.90	97.17	Capel Telecommunications	56.90	97.17
Abbey Utilities	57.60	97.17	Capel Utilities	57.60	97.17
Abbey Real Estate	58.30	97.17	Capel Real Estate	58.30	97.17
Abbey Art & Collectables	59.00	97.17	Capel Art & Collectables	59.00	97.17
Abbey Fine Art	59.70	97.17	Capel Fine Art	59.70	97.17
Abbey Jewellery	60.40	97.17	Capel Jewellery	60.40	97.17
Abbey Wine & Spirits	61.10	97.17	Capel Wine & Spirits	61.10	97.17
Abbey Food & Drink	61.80	97.17	Capel Food & Drink	61.80	97.17
Abbey Fashion	62.50	97.17	Capel Fashion	62.50	97.17
Abbey Entertainment	63.20	97.17	Capel Entertainment	63.20	97.17
Abbey Sports	63.90	97.17	Capel Sports	63.90	97.17
Abbey Leisure	64.60	97.17	Capel Leisure	64.60	97.17
Abbey Travel	65.30	97.17	Capel Travel	65.30	97.17
Abbey Transport	66.00	97.17	Capel Transport	66.00	97.17
Abbey Infrastructure	66.70	97.17	Capel Infrastructure	66.70	97.17
Abbey Environmental	67.40	97.17	Capel Environmental	67.40	97.17
Abbey Social	68.10	97.17	Capel Social	68.10	97.17
Abbey Cultural	68.80	97.17	Capel Cultural	68.80	97.17
Abbey Historical	69.50	97.17	Capel Historical	69.50	97.17
Abbey Scientific	70.20	97.17	Capel Scientific	70.20	97.17
Abbey Mathematical	70.90	97.17	Capel Mathematical	70.90	97.17
Abbey Physical	71.60	97.17	Capel Physical	71.60	97.17
Abbey Biological	72.30	97.17	Capel Biological	72.30	97.17
Abbey Chemical	73.00	97.17	Capel Chemical	73.00	97.17
Abbey Earth & Space	73.70	97.17	Capel Earth & Space	73.70	97.17
Abbey Life & Earth	74.40	97.17	Capel Life & Earth	74.40	97.17
Abbey Human	75.10	97.17	Capel Human	75.10	97.17
Abbey Animal	75.80	97.17	Capel Animal	75.80	97.17
Abbey Plant	76.50	97.17	Capel Plant	76.50	97.17
Abbey Microscopic	77.20	97.17	Capel Microscopic	77.20	97.17
Abbey Macroscopic	77.90	97.17	Capel Macroscopic	77.90	97.17
Abbey Cosmic	78.60	97.17	Capel Cosmic	78.60	97.17
Abbey Subatomic	79.30	97.17	Capel Subatomic	79.30	97.17
Abbey Atomic	80.00	97.17	Capel Atomic	80.00	97.17
Abbey Molecular	80.70	97.17	Capel Molecular	80.70	97.17
Abbey Cellular	81.40	97.17	Capel Cellular	81.40	97.17
Abbey Tissue	82.10	97.17	Capel Tissue	82.10	97.17
Abbey Organ	82.80	97.17	Capel Organ	82.80	97.17
Abbey System	83.50	97.17	Capel System	83.50	97.17
Abbey Organism	84.20	97.17	Capel Organism	84.20	97.17
Abbey Community	84.90	97.17	Capel Community	84.90	97.17
Abbey Society	85.60	97.17	Capel Society	85.60	97.17
Abbey Culture	86.30	97.17	Capel Culture	86.30	97.17
Abbey Civilization	87.00	97.17	Capel Civilization	87.00	97.17
Abbey Society	87.70	97.17	Capel Society	87.70	97.17
Abbey Culture	88.40	97.17	Capel Culture	88.40	97.17
Abbey Civilization	89.10	97.17	Capel Civilization	89.10	97.17
Abbey Society	89.80	97.17	Capel Society	89.80	97.17
Abbey Culture	90.50	97.17	Capel Culture	90.50	97.17
Abbey Civilization	91.20	97.17	Capel Civilization	91.20	97.17
Abbey Society	91.90	97.17	Capel Society	91.90	97.17
Abbey Culture	92.60	97.17	Capel Culture	92.60	97.17
Abbey Civilization	93.30	97.17	Capel Civilization	93.30	97.17
Abbey Society	94.00	97.17	Capel Society	94.00	97.17
Abbey Culture	94.70	97.17	Capel Culture	94.70	97.17
Abbey Civilization	95.40	97.17	Capel Civilization	95.40	97.17
Abbey Society	96.10	97.17	Capel Society	96.10	97.17
Abbey Culture	96.80	97.17	Capel Culture	96.80	97.17
Abbey Civilization	97.50	97.17	Capel Civilization	97.50	97.17
Abbey Society	98.20	97.17	Capel Society	98.20	97.17
Abbey Culture	98.90	97.17	Capel Culture	98.90	97.17
Abbey Civilization	99.60	97.17	Capel Civilization	99.60	97.17
Abbey Society	100.30	97.17	Capel Society	100.30	97.17
Abbey Culture	101.00	97.17	Capel Culture	101.00	97.17
Abbey Civilization	101.70	97.17	Capel Civilization	101.70	97.17
Abbey Society	102.40	97.17	Capel Society	102.40	97.17
Abbey Culture	103.10	97.17	Capel Culture	103.10	97.17
Abbey Civilization	103.80	97.17	Capel Civilization	103.80	97.17
Abbey Society	104.50	97.17	Capel Society	104.50	97.17
Abbey Culture	105.20	97.17	Capel Culture	105.20	97.17
Abbey Civilization	105.90	97.17	Capel Civilization	105.90	97.17
Abbey Society	106.60	97.17	Capel Society	106.60	97.17
Abbey Culture	107.30	97.17	Capel Culture	107.30	97.17
Abbey Civilization	108.00	97.17	Capel Civilization	108.00	97.17
Abbey Society	108.70	97.17	Capel Society	108.70	97.17
Abbey Culture	109.40	97.17	Capel Culture	109.40	97.17
Abbey Civilization	110.10	97.17	Capel Civilization	110.10	97.17
Abbey Society	110.80	97.17	Capel Society	110.80	97.17
Abbey Culture	111.50	97.17	Capel Culture	111.50	97.17
Abbey Civilization	112.20	97.17	Capel Civilization	112.20	97.17
Abbey Society	112.90	97.17	Capel Society	112.90	97.17
Abbey Culture	113.60	97.17	Capel Culture	113.60	97.17
Abbey Civilization	114.30	97.17	Capel Civilization	114.30	97.17
Abbey Society	115.00	97.17	Capel Society	115.00	97.17
Abbey Culture	115.70	97.17	Capel Culture	115.70	97.17
Abbey Civilization	116.40	97.17	Capel Civilization	116.40	97.17
Abbey Society	117.10	97.17	Capel Society	117.10	97.17
Abbey Culture	117.80	97.17	Capel Culture	117.80	97.17
Abbey Civilization	118.50	97.17	Capel Civilization	118.50	97.17
Abbey Society	119.20	97.17	Capel Society	119.20	97.17
Abbey Culture	119.90	97.17	Capel Culture	119.90	97.17
Abbey Civilization	120.60	97.17	Capel Civilization	120.60	97.17
Abbey Society	121.30	97.17	Capel Society	121.30	97.17
Abbey Culture	122.00	97.17	Capel Culture	122.00	97.17
Abbey Civilization	122.70	97.17	Capel Civilization	122.70	97.17
Abbey Society	123.40	97.17	Capel Society	123.40	97.17
Abbey Culture	124.10	97.17	Capel Culture	124.10	97.17
Abbey Civilization	124.80	97.17	Capel Civilization	124.80	97.17
Abbey Society	125.50	97.17	Capel Society	125.50	97.17
Abbey Culture	126.20	97.17	Capel Culture	126.20	97.17
Abbey Civilization	126.90	97.17	Capel Civilization	126.90	97.17
Abbey Society	127.60	97.17	Capel Society	127.60	97.17
Abbey Culture	128.30	97.17	Capel Culture	128.30	97.17
Abbey Civilization	129.00	97.17	Capel Civilization	129.00	97.17
Abbey Society	129.70	97.17	Capel Society	129.70	97.17
Abbey Culture	130.40	97.17	Capel Culture	130.40	97.17
Abbey Civilization	131.10	97.17	Capel Civilization	131.10	97.17
Abbey Society	131.80	97.17	Capel Society	131.80	97.17
Abbey Culture	132.50	97.17	Capel Culture	132.50	97.17
Abbey Civilization	133.20	97.17	Capel Civilization	133.20	97.17
Abbey Society	133.90	97.17	Capel Society	133.90	97.17
Abbey Culture	134.60	97.17	Capel Culture	134.60	97.17
Abbey Civilization	135.30	97.17	Capel Civilization	135.30	97.17
Abbey Society	136.00	97.17	Capel Society	136.00	97.17
Abbey Culture	136.70	97.17	Capel Culture	136.70	97.17
Abbey Civilization	137.40	97.17	Capel Civilization	137.40	97.17
Abbey Society	138.10	97.17	Capel Society	138.10	97.17
Abbey Culture	138.80	97.17	Capel Culture	138.80	97.17
Abbey Civilization	139.50	97.17	Capel Civilization	139.50	97.17
Abbey Society	140.20	97.17	Capel Society	140.20	97.17
Abbey Culture	140.90	97.17	Capel Culture	140.90	97.17
Abbey Civilization	141.60	97.17	Capel Civilization	141.60	97.17
Abbey Society	142.30	97.17	Capel Society	142.30	97.17
Abbey Culture	143.00	97.17	Capel Culture	143.00	97.17
Abbey Civilization	143.70	97.17	Capel Civilization	143.70	97.17
Abbey Society	144.40	97.17	Capel Society	144.40	97.17
Abbey Culture	145.10	97.17	Capel Culture	145.10	97.17
Abbey Civilization	145.80	97.17	Capel Civilization	145.80	97.17
Abbey Society	146.50	97.17	Capel Society	146.50	97.17
Abbey Culture	147.20	97.17	Capel Culture	147.20	97.17
Abbey Civilization	147.90	97.17	Capel Civilization	147.90	97.17
Abbey Society	148.60	97.17	Capel Society	148.60	97.17
Abbey Culture	149.30	97.17	Capel Culture	149.30	97.17
Abbey Civilization	150.00	97.17	Capel Civilization	150.00	97.17
Abbey Society	150.70	97.17	Capel Society	150.70	97.17
Abbey Culture	151.40	97.17	Capel Culture	151.40	97.17
Abbey Civilization	152.10	97.17	Capel Civilization	152.10	97.17
Abbey Society	152.80	97.17	Capel Society	152.80	97.17
Abbey Culture	153.50	97.17	Capel Culture	153.50	97.17
Abbey Civilization	154.20	97.17	Capel Civilization	154.20	97.17
Abbey Society	154.90	97.17	Capel Society	154.90	97.17
Abbey Culture	155.60	97.17	Capel Culture	155.60	97.17
Abbey Civilization	156.30	97.17	Capel Civilization	156.30	97.17
Abbey Society	157.00	97.17	Capel Society	157.00	97.17
Abbey Culture	157.70	97.17	Capel Culture	157.70	97.17
Abbey Civilization	158.40	97.17	Capel Civilization	158.40	97.17
Abbey Society	159.10	97.17	Capel Society	159.10	97.17
Abbey Culture	159.80	97.17	Capel Culture	159.80	97.17
Abbey Civilization	160.50	97.17	Capel Civilization	160.50	97.17
Abbey Society	161.20	97.17	Capel Society	161.20	97.17
Abbey Culture	161.90	97.17	Capel Culture	161.90	97.17
Abbey Civilization	162.60	97.17	Capel Civilization	162.60	97.17
Abbey Society	163.30	97.17	Capel Society	163.30	97.17
Abbey Culture	164.00	97.17	Capel Culture	164.00	97.17
Abbey Civilization	164.70	97.17	Capel Civilization	164.70	97.17
Abbey Society	165.40	97.17	Capel Society	165.40	97.17
Abbey Culture	166.10	97.17	Capel Culture	166.10	97.17
Abbey Civilization	166.80	97.17	Capel Civilization	166.80	97.17
Abbey Society	167.50	97.17	Capel Society	167.50	97.17
Abbey Culture	168.20	97.17	Capel Culture	168.20	97.17
Abbey Civilization	168.90	97.17	Capel Civilization	168.90	97.17
Abbey Society	169.60	97.17	Capel Society	169.60	97.17
Abbey Culture	170.30	97.17	Capel Culture	170.30	97.17
Abbey Civilization	171.00	97.17	Capel Civilization	171.00	97.17
Abbey Society	171.70	97.17	Capel Society	171.70	97.17
Abbey Culture	172.40	97.17	Capel Culture	172.40	97.17
Abbey Civilization	173.10	97.17	Capel Civilization	173.10	97.17
Abbey Society	173.80	97.17	Capel Society	173.80	97.17
Abbey Culture	174.50	97.17			











# ACCOUNTANCY TIMES

Philip Hewitt outlines the benefits of a CIMA training

## Industrial accountancy 'more than just keeping the score'

In the real world out there, accountancy is not an end in itself. The question the profession must have always at the forefront of its collective mind is: "What does the business world require from us?"

If we are really as good as we claim to be, we must have some sharp answers ready for that question.

Robert Bruce focused on accountancy in industry with almost cruel precision in one of his recent *Audit* columns on this page. Making the point that some accountants who move into industry find that the easy option is to isolate themselves with their skills (and I cannot quarrel with that) he suggested that such "inadequacies" give rise to the view that "accountants make lousy managers".

They do when they are the poor creatures he portrays. The whole purpose of management accountancy as fostered by the Chartered Institute of Management Accountants (CIMA) is to ensure that companies are served by infinitely better material than Mr Bruce's caricature of isolationists hunched over their spreadsheets in some corner of a foreign (to them) factory.

The charge against accountants that they are a hindrance rather than a help to industry and business development is not new. It wasn't new when Akio Morita, the founder and chairman of Sony, made it in 1987. It is ages old.

A few in Sheffield might just remember the self-made steelmaster who brooked no opposition. With great reluctance he was persuaded to take an accountant into his boardroom. Attending his first board meeting, the accountant was aghast at the old man's refusal to listen or discuss. Finally, the accountant spoke up. The old chairman turned on him fiercely. "Tha shut up. Tha's only here to keep bloody score."

The point is that industry today looks for much more than score keeping from its accountants, and is sometimes disappointed by the unwillingness of individual accountants to contribute to the business as a whole.

In my lifetime's experience as a management accountant, I can say that when industrial managers fall out with their accountancy colleagues it is almost always because of impatience with that certain type of accountant who is content to be a bookkeeper and bean counter. Such people are usually those whose training emphasis has been on audit work.



"The business accountant is a prime supplier of information to management": Philip Hewitt, president of CIMA

internal checks, and internal control, of the business. Such disciplines are very important and should in no way be diminished. However, they are a mere fraction of the areas that a good management accountant should cover.

The person in a management accountancy post, who has been trained properly, will also be looking at the business potential of the marketing plans and the products being developed, in the context of a clear understanding of the company's strategies and objectives. For example, the company might have a range of different targets for particular sectors of business.

It could be aiming to be the lowest cost producer in one area, to be the best service provider in another, and to pitch for a profitable niche market in a third sector. All will require differing inputs from the management accountant.

Part of the problem is that the emphasis on training in the accountancy profession is on audit, internal checks and control, the preparation of the statutory accounts of a company, and taxation. The trainee will visit clients for the purpose of an audit once or twice a year, without, perhaps, ever achieving a close

understanding of the business. The training of a CIMA management accountant, on the other hand, is carried out as an employee of the company, which gives him ample opportunity to understand fully what the business is all about — its strategic aims and objectives. It also allows the student, indeed expects the student, to contribute to those aims and to be a part of the

employers' group and regional standards groups, as component parts of a national matrix of points of contact for students and employers and the institute to keep in touch with each other.

A new scheme, now in the experimental stage, is designed to allow students to be seconded to other companies on a one-for-one exchange basis for periods of at least six months to broaden their industrial experience.

Many of the 59,000 CIMA students are graduates who have entered industry and are working to become management accountants while also acting as executives for their companies. We believe that our training, because it concentrates on practical business experience, is a better training for the business accountant than three years in the auditing profession.

Our route provides a person with the training to look at what the figures really are — the numerical representation of a business by the value of the products produced and sold, the cost and value of the raw materials awaiting conversion, and the value of goods shipped to suppliers and awaiting payment. The business accountant is a realist who understands that, until the debt has been collected, no profit has been made. The

**'Modern industry has no room for the accountant who sees producing an account as an end in itself'**

management of the business.

Many of the major companies in Britain have training programme agreements with CIMA. They undertake to move the student through various offices of the accounting function and may also move them for periods into other areas of the business during three years of training. The training programme is designed to be sufficiently broad to equip the student to become part of the management team.

Meanwhile, we also have the forum of the CIMA em-

good business accountant understands that he or she has a vital role as a prime supplier of information to management.

The creative part of the work is to ensure the information provided is what is required to secure progress towards implementing the company's strategy and the growth of the business.

Figures are a common denominator of business. We expect management accountants to see those figures as the symbols of the business that he understands also in terms of hardware, people, and resources.

Modern industry has no room for the kind of accountant who sees the production of the annual accounts as an end in itself, and the end of his or her responsibilities. That is only part of the job of an accountant in industry.

To be a good management accountant you have to have an instinct for business, which you are unlikely to develop through auditing. You get it through being part of a management team. The author is the new president of the Chartered Institute of Management Accountants, who, until retiring recently, was a director of management services in the Nestlé Group.

## Tax work provides surprising boost

EVERYONE knows that accountants have organised their businesses in such a way that they can take a "heads we win, tails you lose" view of recession. In simple terms, the core business of audit goes on for ever, but in good times, fees are boosted by add-ons such as corporate finance advice and, in bad times, insolvency work more than fills the gap.

Or so the argument used to run. These days, recession, despite the insolvency work, is forcing accountancy firms to get rid of the unwise fat they put on in the late 1980s. However, there is one unlikely area of their work that seems to have bucked all the trends. This is tax.

Even the firms are surprised at the amount and type of tax work they are building up from their clients.

Traditionally, early summer is the time when all the main accountancy firms publish their overall fee income figures. Unlike their clients' results, these are un-audited and so can be, well, restated, moulded into different shapes, or, in some cases, just plain fiddled.

This year has been no exception. The need for the profession was to show that times were hard but that the firms were surviving. The

aim was to show small amounts of growth in a time of adversity and, lo, the figures do just that. If the contribution from the tax departments of the large firms is analysed out, however, a different story is found. The table published by Accountancy Age last week, showed that Ernst & Young, Price Waterhouse, KPMG Peat Marwick and Touche Ross all posted increases in tax work fees this year of between 12 and 14 per cent.

The only large firm to show a slight drop in fee income from tax was Coopers and Lybrand. But they can comfort themselves that, with £120 million of fees, they still retained their position as top of the tax league with those billings almost exactly double those of Arthur Andersen, the firm in sixth place.

More interesting still are the areas where some of this growth in work is coming from. In an increasingly sophisticated financial world, the firms reckoned that the real growth in tax work would be in the fancier areas. Increasingly, however, this does not appear to be the case.

In the past few weeks, there have been two announcements that may point to a complete change in the ways in which companies deal with their tax responsibilities. First, British Telecom announced that it was going to pass the responsibility for its entire in-house corporate tax department to Coopers and Lybrand, its auditors.

Then BP announced that it was going to transfer all its UK corporation tax compliance work to Price Waterhouse along with 20 of its staff.

In America, there has been a trend for this type of deal for some time. In the UK it is new. Companies are no longer feeling that they have to retain control over what they see as in-house services. During the 1980s, multi-

nationals were rapidly building in-house services in virtually everything.

In a recession they start to analyse costs differently and suddenly all those departments appear superfluous. Even with an in-house tax capability, for example, external advice is still needed.

So pressure on costs has effectively forced companies to privatise their in-house departments. The winners in this look to be the accountancy firms. They suddenly find themselves flooded with work. One tax partner said last week: "There is nothing that motivates people with time on their hands better than getting them back to a regular pattern of 15-hour days."

The new work also provides the firms with some pay-off on the heavy investment they have been making in information technology to provide sophisticated systems to deal with much tax work.

Computerisation is only part of the answer. It gets rid of much of the slog. What it cannot deal with are the judgmental areas and the lengthy dealings with the Inland Revenue.

In the type of agreements that the accountancy firms are going for with companies eager to divest their tax work, the professionals may find they have an Achilles heel. Companies are wanting to rid themselves of their tax staff as well as their tax departments. For example, it appears that one of the factors that led to Price Waterhouse winning the BP work rather than BP's auditors, Ernst & Young, or Arthur Andersen, the other firm that was invited to tender, was that PW, as well as under-cutting on the price, was willing to take on more of the existing BP staff. If the shifting of corporate tax staff across to accounting firms becomes a large trend then problems will arise. The staff of tax compliance departments in a multinational understand the culture of that company and its decision-making process. Their knowledge will be of value to the accounting firm.

However, such departments are often also regarded as not really being an environment for the most ambitious of tax people. They tend to be regarded as elephants' graveyards. Accountancy firms are notoriously bad at staff management. They may not be able to cope with the personnel problems involved in a sudden influx of comfortable tax experts into what is often a surprisingly ruthless and impersonal environment. They will just have to learn.

What is amazing is how the accountancy firms again seem to have landed on their feet without knowing how they did it. One bemused but smiling partner in one of the large firms said last week: "A few years ago, we reckoned all the business would be high value tax work."

"It comes as a bit of a surprise suddenly to have millions of pounds lobbed at you to do compliance work."

● The author is Associate Editor of Accountancy Age



ROBERT BRUCE

## Tougher penalties are urged for rule breaches

THE disciplinary process for dealing with erring accountants is too slow and the penalties too weak, according to Ian Plaistowe, newly appointed president of the Institute of Chartered Accountants in England and Wales (ICAEW).

Mr Plaistowe, who took office last week, is urging a speedy review of the disciplinary system.

"My contact with members around the country shows that they want the institute to be fair, firm and fast in our dealings with those who fall below the professional standards we expect," he said in his opening address to the institute's council.

"I have no doubts about the integrity and fairness of our system. But we need to recognise that many ordinary members do not believe our penalties have always been tough enough."

Complaints against chartered accountants were likely to go on rising, Mr Plaistowe said. "We may need to find even more resources to tackle this. Nevertheless, I believe that we must have as a priority a significant reduction in the time which it takes us to handle complaints. Our reputa-



Institute's members want action: Ian Plaistowe

tion depends in part upon our achieving this." It could take almost a year from a letter of complaint being received to the time the matter was laid to rest, he said.

Requiring cases to be resolved within a fixed timescale of six months would be one way forward.

"It's a question of increasing the institute's clout and showing the public we are prepared to act firmly," Mr Plaistowe said.

The institute is preparing for one of its most publicised disciplinary hearings in years. Michael Jordan and Richard Stone, of Coopers & Lybrand Deloitte, were due to appear before the institute's disciplinary committee last month after a complaint from a rival firm about their appointment as administrators to Polly Peck in October 1990.

The complaint hinges on the fact that Coopers & Lybrand Deloitte took on the role of administrator to the collapsed group of companies even though it had been retained by it on previous occasions.

This, it is alleged, created a conflict of interest. The disciplinary hearing was postponed after the institute requested more information.

When it takes place, there will be intense pressure for firm action if the complaint is upheld. The institute has the right to admonish, to fine or to withdraw practising certificates. When judgment is passed, Mr Plaistowe's remarks may have a prophetic ring.

JON ASHWORTH

## Expectation gap and naivety create difficulties in Prague

Edward Fennell says accountants are taking the brunt of the blame for Czechoslovakia's economic problems

From W.A.C. Newson

Sir, As a chartered surveyor and valuer, I read with interest your article on May 28 entitled "Putting a price-tag on the property of food retailers."

I entirely endorse the comments of your contributor, who is a chartered accountant, that market prices do not take proper account of depreciation of freehold (and long leasehold) buildings.

This is not a problem confined to the valuation of supermarkets and superstores. Office buildings erected only ten years ago are now regarded as "second hand", particularly in central London, and if they were to fall vacant through a lease expiry, a tenant going out of business or a tenant exercising a break clause (commonly included in leases today), those buildings would necessarily require substantial expenditure by the owner on refurbishment. Some buildings only 15 years old are already ripe for total redevelopment.

This raises many important questions as to whether values ascribed to certain types of property are "correct" having regard to the underlying returns.

Surely the market should be reassessing the way in which it values properties with, for example, medium-term reversion by doing many more cash flow exercises with reversion to site value. With site values today at a low level, this would produce some very interesting answers compared with what is being paid in the market place for such properties.

I would recommend don't buy them!

Yours faithfully,

W.A.C. NEWSON,

Savills, 20 Grosvenor Hill,

Berkeley Square, W1.

THERE are various scapegoats for Czechoslovakia's economic difficulties. Not least among these are western accountancy firms, which are frequently accused of charging high fees for unworkable advice. In the general atmosphere of political edginess, criticism tends to be laced with crude accusations of conspiracy.

A recent article in *The Prague Post*, the English language newspaper, said: "Big money from the corporate world in the United States and Europe... is purchasing the loyalty of Czech politicians."

London-based financial consultants were "making a fortune out of Czechoslovakian privatisation schemes", it reported.

All the Big Six accountancy firms are now established in Prague, with staffs of up to 100. Once, they had makeshift offices and battered equipment; now there is little to distinguish their accommodation from anything you might find in Austria or Germany.

The problems faced by accountants stem primarily from a misunderstanding of what they could offer and what could be achieved.

Lindsay Dodworth, of Price Waterhouse's Prague office, said: "There was an expectation gap on their side and perhaps naivety on ours. The western consultants assumed that the same techniques could be applied here without any adaptation, while the Czechs and Slovaks perhaps thought that we could give them all the answers."

For the time being, privatisation is seen as the principal solution to Czechoslovakia's problems: the "voucher"

system of popular capitalism is attracting great interest. Western firms are playing a vital role in the process by valuing property and plant and converting Czech accounts into a form that westerners can understand. There is widespread resentment, however, over the fees paid for these services.

Although much of the funding comes from western bodies, this is merely seen as a neat money laundering operation. One Czech businessman complained: "Instead of recycling the money back into western pockets, why can't they let us use it to invest in the equipment we need?"

There are complaints in the other direction, too. One firm

of the West that all eastern European industry is run-down," Matt Pottle, of Coopers & Lybrand, said. "It's not I've been astonished by the amount of recent investment in modern manufacturing processes in some factories in Czechoslovakia."

Nobody disputes that the Czechs are well educated and eager to learn western techniques.

Practices such as Coopers and Price Waterhouse are now staffed up 75 per cent by Czechs and Slovaks and large investments are being made in training staff for the UK-based certified accountancy qualifications.

John Major's endorsement of a quick entry into the EC for Czechoslovakia is widely welcomed. The challenge faced by the new government will be to sustain economic development in the midst of political uncertainty.

There's a misconception in

to take articles in England or Wales, and Cain duly joined the Liverpool firm of WH Walker. Alexander Walker, the senior partner, served on the council of the ICAEW and changed the bylaws so that residents of the Isle of Man and the Channel Islands could take their articles on home ground. Cain is now busy preparing for the Manx national day on July 6.

Japanese links

ANY contract that combines the Japanese capacity for work with the European love of bureaucracy must be worth its weight in gold. Enter KPMG

Management Consulting, which has been called in by the European Community to help foster ties between Japan and Brussels. The firm's task is to find senior managers to send on a training course aimed at developing business with Japanese companies. Japan accounts for 15 per cent of EC imports but takes only 5.6 of EC exports, and Lord Cockfield, the architect of the single European market, is keen to redress the balance. "We need to recognise that Japan is one of the world's largest trading partners," he says. "Reducing imports from Japan would be a negative approach ultimately to nobody's

advantage. The right answer must be to develop trade with Japan."

KPMG has found three victims for the course and is hunting for more.

Take the biscuit

LET it not be said that Ian Plaistowe, president of the Institute of chartered accountants in England and Wales, has lost his sense of priorities so soon after taking up office. Plaistowe, a partner with Arthur Andersen, held a "meet the press" session this week, during which it became clear where his heart lies. One of his first tasks as president, he revealed, was to replace the "re-

### ANY OTHER BUSINESS

### New role in retirement

ACCOUNTANTS work long hours, but at least most of them enjoy a prosperous retirement. Others, like Jim Cain, a long-serving partner with Pannell Kerr Forster, go on to double their workload. Cain, who retired from PKF in 1986 after 32 years in the Isle of Man office, has been settling in to his new role as speaker of the House of Keys, the lower house of the Manx parliament. "Professional life had been good to me and I wanted to put something back into the island," says Cain, who can indirectly take a little credit for widening the scope of accountancy training. Isle of Man residents were obliged



British athletes bask in glory of Rome

# Confident Christie setting pace on road to Barcelona

FROM DAVID POWELL  
ATHLETICS CORRESPONDENT  
IN ROME

MICHAEL Johnson slouched in a chair at his hotel here yesterday and reflected on the fall of his 31-race victory sequence at 200 metres. Beaten by Frankie Fredericks in the Golden Gala grand prix on Tuesday night, and barely able to stay ahead of Linford Christie, Johnson said: "I was not bothered about Fredericks, but it was a real shock seeing Linford come up on the inside."

Christie may have won with a better lane draw: he was in two, with Johnson and Fredericks in the preferred four and five. "My next target is to smash the 20-second barrier," Christie said. Fredericks won in 20.23sec, with Johnson second and Christie third, both in 20.25. Christie's British record is 20.09sec.

Ninety minutes earlier, Christie had won the 100 metres in 10.11sec, his fastest run of the season. He is planning to double in Barcelona. "People forget that I just missed a medal in the 200 at the last Olympics," Christie said.

He wintered in Australia instead of racing indoors, as he usually does. "When I went to Australia I trained, trained and trained," he said. "My results are not lucky, they are the outcome of hard work. The Olympics could be something special for me."

It was a night when the British media was kept busy with enquiries from European colleagues. Who is Ian Hamer? Who is Ann Hamer? Both donated to the pot of surprises, Hamer especially. After Johnson, Noureddine Morceli was the next biggest favourite to drop, losing to Genaro di Napoli, just what the Italians needed after Hamer pipped Salvatore Antibo in the 5,000 metres.

## 5000m TOP TEN

Rank	Name	Time	Date
1	David Moorcroft	13:00.41	Jul 7 '92
2	Ian Hamer	13:00.80	Jun 8 '92
3	Rob Denham	13:01.15	Aug 31 '88
4	Tim Hutchings	13:11.50	Aug 11 '84
5	Gary Staines	13:14.28	Aug 16 '90
6	Brandon Foster	13:14.50	Jan 29 '74
7	Julien Goster	13:15.59	Sep 11 '81
8	David Bedford	13:17.21	Jul 14 '72
9	Eamonn Martin	13:17.94	Jul 14 '88
10	World record	12:59.39	Said Aouita (Mor), Jul 22 '87
11	European record	13:00.41	Moorcroft, Jul 7 '92

More than that. Consider the field that Hamer beat: the world 10,000 metres champion (Moses Tami), the Olympic 10,000 metres champion (Brahim Boutayeb), the world 10,000 metres record holder (Arturo Barrios), the European 5,000 metres champion (Antibo) and the Commonwealth 5,000 metres champion (Andrew Lloyd). And all he had come for was a Welsh record.

At 3,000 metres Hamer, with a best of 13min 25.63sec, was thinking of Steve Jones's Welsh mark of 13:18.6. "At 3k I thought: 'I am within smelling distance of that,'" he said. Five laps later he had run 13:09.80, to become the second-fastest Briton.



Williams: personal best

Hamer, aged 27, was 18 before becoming a serious athlete, drawn into a committed approach by the Coe-Ovett-Cram revolution. "Britain was so good at middle distance that anyone who was running would have been inspired by the success of that time," Hamer said. "But I never imagined I could aspire to the levels those guys attained." He can now. "I don't think I have hit my peak form yet," he said. "I have not done any flat-out speedwork." But no dreams yet of being Olympic champion.

"I trained all through the winter with the thought of reaching the Olympic final and nothing has changed," he said. "It was that much of a question of who gains or loses shape over the next few weeks." As much on his mind is his search for work. He took business studies exams a week ago.

Rob Denham, third, and Buckner, fourth, contributed towards a 5,000 metres of unprecedented quality for Britain. But all three may not be in Barcelona. John Mayock, eleventh, achieved an Olympic qualifying time and British selection policy dictates that the trial winner, provided he has achieved the qualifying time, shall go to the Games. Does Denham, for example, need to run the trial? "I don't think I can take the risk of not running it," he said. "What if Mayock wins?"

Williams beat a European champion, Yvonne Murray, and a world champion, Tatyana Dorovskikh, to win the 1,500 metres. Improving her best to 4min 07.59sec, and gaining her first grand prix victory, Williams is now convinced that this is her distance, and not the 800 metres. "I honestly thought, with 150 metres left, that we had another lap to go. I felt so easy," she said.



Mixed double: Dan Maskell and Virginia Wade relax at a Wimbledon fund-raising dinner

## Memory lane gathering to help aged

BY OUR SPORTS STAFF

DAN Maskell, once the BBC voice of Wimbledon, was at the age of 83 the appropriate guest of honour at a dinner at the All England club which raised about £20,000 for the charity, Age Concern, on Tuesday evening.

One of the highlights was the auction of tennis rackets

signed by leading players. Chris Evert's raised the top price, £575, but large sums were also given for others — Steffi Graf, Monica Seles and Jimmy Connors, £350 each and Arantxa Sánchez Vicario £225.

Maskell said: "I believe people should be allowed to go on working as long as they can be of use to the community. Too many people retire when they still have so much to offer."

"I have been blessed with good health, both mentally and physically, and therefore have been happy to continue to help others through my work," he added. "I am delighted that our presence here helped funds for the golden age appeal."

Virginia Wade, the 1977 Wimbledon champion, Jimmy Hill, Cliff Morgan, Cliff Richard, James Hunt, Sam Wanamaker, Pete Murray, Jenny Hanley and Helen Rollason were among those from the world of sport and entertainment who came to the dinner, held in the presence of the Duke of Kent, the Wimbledon president.

## BOXING

## Brain scan leaves cloud over McAuley

FROM SRIKUMAR SEN, BOXING CORRESPONDENT, IN BILBAO

DAVE McAuley, of Northern Ireland, could be in for the fight of his life when he defends his International Boxing Federation flyweight title against Rodolfo Blanco, of Colombia, for the second time, here tonight.

While most ringers felt McAuley scraped in 20 months ago in Belfast, television viewers, having seen McAuley on the floor four times, thought he had lost. McAuley has had to give up

home advantage because the BBC could not find the money to televise his sixth defence. He is determined to leave BSkyB viewers in no doubt this time.

The little Irishman, who has always boasted about the number of times he has got off the floor to win — 16 — said that this time he did not intend to hit the deck once.

"I took his best shots in the third round and he can't be better than that this time,"

McAuley said yesterday. "As Rocky said, 'I ain't going down no more', but if I do go down he knows I'll be up and he'll be in deep trouble."

McAuley, who has beaten Jim Watt's record of five defences, wants to have two more bouts to beat Jimmy Wilde's record of seven, and then retire.

He has been "getting really stuck in" in the gym, as one observer said. But that could lead him into trouble tonight,

for it would expose him to Blanco's big right hand. If that happens, one wonders how far he is really prepared to go.

Last September a brain scan at the Royal Victoria in Belfast revealed an abnormality. He had to have three subsequent scans, in Dublin, New York and Chicago, to get the all-clear. "If it wasn't for the independent scans I would have retired," he said. "I've made over half a million pounds. I'm ready to get out."

## SPORTS LETTERS

### Events at Edgbaston harm cricket's image

FROM MR W. H. OWEN

Sir, As one of the people who had the misfortune to attend the Friday of the Edgbaston Test match, I intend to take proceedings against Warwickshire County Cricket Club in respect of the £84 I paid for four tickets, unless I receive an acceptable offer of a refund.

The media have made a great deal about the exclusion clause that appears on the back of the ticket. However, anyone who buys a ticket through the post has not entered into a contract of which that clause forms a part. In my case, I sent the application form to Edgbaston in January and the tickets eventually arrived in May.

The contract was made when my application was accepted by Warwickshire and they had not drawn the exclusion clause in question to my attention. I did not agree to it and cannot be bound by it.

My claim arises because, in legal terms, there has been a total failure of consideration. I bought a ticket to see play in a Test match. I expected approximately 90 overs of cricket spread over about six hours. I was actually able to see two balls less than a third of one per cent of what the Test and County Cricket Board regards as a day's minimum quota. Any reasonable man would say that the ground authority had totally failed to comply with its side of the contract.

There are many things which can prevent a contract being fulfilled. Bad weather is one of them, but sport is not unique and it is not reasonable to say that you cannot do anything about the weather. You can't stop it raining, but you can ensure that, if people don't get their money's worth, they get a fair refund.

Under the Unfair Contract Terms Act 1977, even if the exclusion clause had been incorporated in the contract, you would not be able to rely on it unless you could prove that it was reasonable. Bearing in mind the respective positions of the TCCB and the average private cricket watcher, I do not believe that the board would be able to prove that it was fair and reasonable.

What really saddened me about the whole incident was not the legal position, but the way that the paying customers were treated. There was no attempt to provide any sort of entertainment while people waited for play, both before and after 2.45pm. Public announcements were made from time to time, but where we were sitting, many of them were inaudible.

If the offer of free tickets for the Monday had been made as an alternative to a refund, it would have been reasonable. In the absence of such an option, however, most business people have to plan ahead to take a day off work. It

was not going to be very likely, therefore, that people who lost out on Friday could also take the next working day off.

If the TCCB has set itself firmly against the idea of offering a full refund, why not issue vouchers which are redeemable against the cost of Test match tickets purchased during the next 12 months?

Yours sincerely,  
BILL OWEN,  
Mill Cottage, Tickenham,  
nr Clevedon, Avon.

From Mr David Smith  
Sir, For the fourth year in a row I organised a trip to Edgbaston for a party of 50 pupils and five staff from my school. The cost of the tickets was £377.45 plus £180 for the hire of the coach.

During the day our pupils were patient, well behaved and clearly understood that cricket could only be played in suitable conditions. It was unfortunate that we chose a wet day, but the afternoon's events were totally unacceptable.

The TCCB may well have saved money, but it has damaged the image of the game in my mind and that of the children I took to Edgbaston. These pupils are, after all, the next generation of cricketers and spectators.

Yours sincerely  
DAVID SMITH,  
The Barclay School,  
Walkern Road,  
Stevenage, Hertfordshire.

### Speed of tennis

FROM MR BEN HERTZBERG

Sir, Mr Austin's letter (June 4) claiming that "top level tennis must be speeded up" surely is ridiculous. Today, tennis fans around the world cry out in favour of players' last-gasp attempts at heroics. With the game being reduced to the 130mph services and wide-bodied rackets of the Stichs, Beckers, Ivanisevics and Wheatons, will we ever be able to see the natural talent that made tennis so graceful?

In line with his suggestion that professionals should not get so much time to rest, has Mr Austin ever played a fifth set in Australia's sweltering sunshine? Next we'll be told to speed up football games by banning half-times.

Yours sincerely,  
BEN HERTZBERG,  
96 Mossley Road,  
Fallowfield, Manchester.

### Pain threshold

FROM MR IVOR HUSSEY

Sir, How timely and wise are Bunney Austin's proposals for speeding up top-level tennis. I strongly endorse his suggestion to abolish the sit-down between alternate games and restore the continuity of play.

The centre court programme for Wimbledon on the second Monday of the championships in 1936 (my first visit there) was for three quarter-finals in the men's singles and a mixed doubles. The fourth quarter-final was on court one, with four doubles.

Except for the rain stoppage, play was continuous in each match. There were no chairs on court for the players, and the ballboys didn't get drinks. Stamina was high and so was the standard of play.

Yours very truly,  
IVOR HUSSEY,  
29 Clackade Street,  
Swindon, Wiltshire.

### Controlling the noise

FROM MR CHARLES WIGHT

Sir, Upon reading the remarks (report, June 8) attributed to David Heath, secretary of Warwickshire Cricket Club, relating to the recent Test match, I was appalled.

"Yesterday... it was very noisy at times, and that might have been partly due to drink, but if we banned alcohol people could sit meek and mute for six hours and there would be no atmosphere at all."

The assumption here is that alcohol is essential to generate any excitement. If such be the case, why not just cut out the cricket altogether and organise mass alcoholic sit-ins where rave-ups could take place.

No more fees for professional sportsmen and think of the revenue from alcohol and medical supply sales, eg, band-aids. Any old field would do, a fact already appreciated by the organisers of "acid" parties.

If cricket is so boring that it requires chemical stimulants, it isn't worth saving. Yours faithfully,  
CHARLES WIGHT,  
170 Maidstone Road,  
St Mary's Flat,  
Kent.

### Growth of Olympics has positive aspects

FROM MR PETER CONI, QC

Sir, The recently published *The Lords of the Rings*, and a succession of programmes on television about the International Olympic Committee, risk giving the public a distorted picture of how the huge commercial and media success of the Olympic Games over the past 10 years is affecting sport worldwide.

We are being presented with "investigative journalism" taken to extremes. The peril of investigative journalism is that the authors start out to establish a preconceived accusation and exclude from their reports anything that might be favourable to the subject of the investigation.

I fully accept that there are reasons for grave concern. The IOC's record on drug testing has been less than impressive. Some efforts of bidding cities to win the Games have been disgraceful, and it is a damning criticism of a number of IOC members that they have allowed this to occur.

But in making these and other criticisms, it cannot be right to ignore the positive results of the commercial, media and publicity mushrooming of the Olympic Games. The stewards of Henley Royal Regatta today remain an outstanding example

### Ukraine ignored

FROM MR OLEH A. SZMELSKYJ

Sir, With the winners of eight gold medals in the 1992 European gymnastics championships, and the world record-holder in the pole vault, Sergey Bubka, among them, the 90 or more Ukrainians in the CIS team at the Olympic Games in Barcelona will find the cynicism and hypocrisy of the Olympic movement particularly poignant.

This is because the International Olympic Committee has chosen to ignore the wishes of a nation of 52 million people, when, on December 1, 1991, it voted by over 90 per cent for independence from the other former Soviet republics. The reality of Ukrainian statehood has been recognised by over 110 nations, but not by the IOC, which was prepared only to offer Ukraine and other newly independent former Soviet states "provisional" recognition, provided they agreed to put their statehoods aside and

competed together as a "unified" team for one more time. The Ukrainian parliament asked the IOC for independent Ukrainian participation at the Winter Olympics, but according to the IOC president, Mr Samaranch, there was insufficient time for Ukraine to be accepted as an independent entry, even for Barcelona. He was supported by IOC vice-president, Vitaly Smirnov, former head of the Soviet Olympic Committee, who now also heads the Russian Olympic Committee.

However, lack of time did not prevent Slovenia or Croatia, who attained independence after Ukraine, from being allowed to compete at the Winter Olympics as independent nations, nor did it stop Latvia, Estonia and Lithuania. Perhaps the answer is that politics are still dominant in the Olympic movement.

Yours sincerely,  
OLEH A. SZMELSKYJ,  
18 Ermine Street,  
Huntingdon,  
Cambridgeshire.

### Lawyer resigns over S Africa drug acquittal

A MEMBER of the South African rugby union tribunal which acquitted two players of steroid use said yesterday he had resigned in protest against the decision.

Hennie Erasmus's action came in the wake of increased criticism of the acquittal of Balie Swart and Elandre van den Bergh on the grounds they may have taken the steroids unknowingly.

"They have the steroids in their body tissues. That's the one and only test," Erasmus, a lawyer, said. "The way the drugs got into their bodies might be a mitigating factor, but it's not an excuse."

The New Zealand RU will meet today to discuss the issue and might take action. The All Blacks doctor, John Mayhew, said the decision smacked of a cover-up.

We are also surprised at the statement that Manchester's Olympic bid leader, Bob Scott, "worked vigorously to persuade Granada programme controllers to ensure balance" in our two *World in Action* films based on the book. Mr Scott was invited to appear — and declined.

Finally, Miller quotes IOC president Samaranch on his political record under Franco. "It is for the people of Spain to judge me," he said.

Two years after the collapse of the Franco regime, on April 23, 1977, 100,000 citizens demonstrated in Barcelona calling for the president of Catalonia to "get out" but in rather stronger terms. The president was Mr Samaranch.

In the same spirit of unprejudiced reporting required by Miller, no doubt that last fact also appears in his "authorised biography" of the Olympic leader.

Yours faithfully,  
ANDREW JENNINGS,  
VYV SIMSON,  
20 Wesley Square, W11.

## RUGBY UNION

## England get off to record start

North Otago ..... 4  
England B ..... 68FROM DAVID HANDS  
RUGBY CORRESPONDENT  
IN OAMARU

NEW Zealanders, who usually know to within a point or two the worth of any given team, were close to the mark with their predictions of the result at Centennial Park here yesterday in the opening game of England's development tour. But more pleasing for the touring party were the compliments which flowed after the win by six goals and eight tries to a try.

"Positive rugby, good skills," David Bishop, the leading New Zealand referee, who handled the match, said. "On a dry pitch, they would have been stunning." John Tito, the North Otago coach, said. Even Jack Rowell, the England coach, who is a hard taskmaster as the Bath players know only too well, was delighted that his side had made such an emphatic start.

North Otago, almost the lowest of the low in representative terms here, offered little beyond gritty determination and mauling skills which drove England back as much as ten or 15 metres at times. As awkward an opponent was the pitch itself, made soggy by overnight rain, but upon which the host union insisted playing a curtain-raiser, which turned the patches of standing water to glutinous mud.

Given the conditions, England's handling and passing were of a remarkably high quality. But the playing surface curtailed ambition and they sensibly drove through their forwards before releasing the backs to make further headway. They drove so well initially that the first three tries came from forwards, Uobogu, Dunn (with the hint of a dummy) and Bayfield making their way to the line.

All the advantages of height, bulk and pace were with England, who may wonder that North Otago took 11 lineouts, though not all of them gave much pleasure to the scrum half, Stevens, who was sponsored, delightfully, by the Oamaru Hairdressing Academy.

By the interval, England led 36-0. They had nearly doubled their money by full time, though their opponents, with great glee, managed to work Lemon, the full back, over for a consoling try.

Both England wings scored three tries, the best of them by Hackney, who did well to keep the ball alive close to the touch-line and then scurried round to take an inside pass at pace and tip-toe daintily over the mud to score from 45 metres. There was also creative work in midfield from Thompson and Matthews, who made a confident first appearance in an England B jersey.

This will be a valuable learning experience for the young Gloucester stand-off half, and being involved in a record win by an England B team (the previous best was a 63-3 victory over a Basque XV in San Sebastian three years ago) will help to increase his stature.

SCORES: North Otago: Try: Lemon, England B: Three: Hackney (3), Thompson (2), Uobogu (2), Dunn, Bayfield, Clides, Ojiamoh, Connelley, Steele (6).

NORTH OTAGO: A Lemon; S Matthews; J Tealea; G Heskola; R McCoo; G Horn; B Rowland; S Curle (capt); Wilson; S Taborne; C Ross; A Jones; M Hearn; A Matthews.

ENGLAND B: J Steele (Northampton), S Hackney (Leicester), G Thompson (Leicester), G Clides (Worcester), H Thompson (Northampton), A Matthews (Gloucester), A Kordon (Leicester), M Hynes (Oxford), K Dunn (Gloucester), V Uobogu (Bath), M Russell (Hastings), capt, M Hearn (Bath), M Bayfield (Northampton), J Cassell (Saracens), S Ojiamoh (Bath), R Petersen, D Bishop (Southants).

Jezebel  
Newb  
NEWBU  
JUNE 10 1992 IN L...



# Jezebel Monroe to take Newbury listed prize

ROGER Charlton, the Beck-hampton trainer, has fine prospects of winning today's most valuable race, the listed Ballymacoll Stud Stakes at Newbury, with Jezebel Monroe.

This beautifully-bred filly, by Lyphard out of a half-sister to Blushing Groom, has already gone close to winning a similar race at the Berkshire course.

That was when she was runner-up in the Vodafone Group Trial Stakes, beaten only a neck by Sarazoga Source, who was far from disgraced in last Saturday's Oaks, considering that she probably found the trip too far.

With Mystery Play and Delve finishing third and fourth respectively in the Newbury race, the form looks reliable.

Mystery Play had previously finished third behind All At Sea and Armarama in the Pretty Polly Stakes at Newmarket while Delve has already gone on to win a competitive conditions race at Nottingham.

The form line involving Armarama and Mystery Play also points to Jezebel Monroe

MICHAEL PHILLIPS

holding Feminine Wiles and Cottonwood.

Feminine Wiles finished two-and-a-half lengths behind Armarama in the Musidora Stakes at York before she and Cottonwood then finished fifth and ninth respectively in the Italian Oaks.

From four entries, Barry Hills has decided to rely upon Yildiz. Second first time out at Newmarket, she again had to be content with the runner-up slot at Chester when she was beaten a length by Hattie's Mill in a maiden.

Since then, her stable has been under a bit of a cloud and completely out of form. In any event, Yildiz does not look capable of beating a filly of Jezebel Monroe's proven ability at level weights.

Bineyah was a comfortable winner of a bad race at Yarmouth eight days ago and would need to improve while Solar Fan, a speedy two-year-old, has not run since July and may need the race.

Gong, the only other runner, returned home with sore

shins after disappointing at Sandown in the first race that User Friendly won and does not look good enough.

Charlton can initiate a double in the Coopers and Lybrand Summer Handicap with Jezebel Monroe, who can take his revenge on Poinciana, the pair having finished third and second respectively behind Belgar on today's course and distance last month.

Now the handicapper has allowed Jezebel a pound for three-quarters of a length. In hindsight, Pat Eddery may well have come from too far

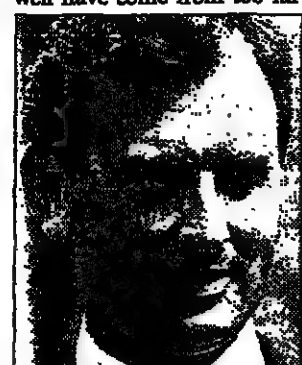
at the pace that day and, in going for Incheiloch to beat Poinciana this time, I am taking that stance. Either way there should be little in it.

Windpower, my choice for the George Smith Memorial Handicap, is entitled to the benefit of the doubt regarding his bad run at Newmarket last month because it coincided with the problems which bested Jack Berry's normally successful yard.

The time before, Windpower has been in commanding form at Pontefract and he is preferred now that the Cockerham string is back in the groove.

At the end of the programme, the Kingscliff Stakes and the EBF Kennet Maiden Stakes can go to Manila Bay and Chaddeworth, two well-bred newcomers who have been entered for some of the season's most prestigious juvenile prizes.

Michael Bell makes no secret about his regard for Manila Bay, while Chaddeworth is a half-brother to the high-class French horse Perspective and represents the Derby-winning partnership of Peter Chapple-Hyam and John Reid.



Charlton: fancied to land valuable Newbury double

## Dunlop's filly to fly flag in France

OUMLDAAYA, who side-stepped the Gold Seal Oaks, is the only British filly left in the Prix de Diane Hermes (French Oaks) at Chantilly on Sunday.

After yesterday's forfeit stage, there were 14 acceptors, although there is a supplementary stage today.

John Dunlop's Lupe Stakes winner will be ridden by Willie Carson and among those expected to take her on are the first four home in last month's Prix Saint-Alary - Rosefinch, Jolypha, Verveine and Trishyde.

Yesterday's withdrawals included Culture Vulture, winner of the French 1,000 Guineas, who will instead contest the Coronation Stakes at Royal Ascot on Wednesday when she will renew rivalry with Marling, the Irish 1,000 Guineas winner.

Culture Vulture finished fifth to Hato in the English 1,000 Guineas, more than nine lengths behind runner-up Marling.

FRENCH OAKS ACCEPTORS: Arianne, Camille, Dorian, Gaudin, Gertrude, Good To Go, Gustave, Hester, Jolypha, Lancelotti, Rosefinch, Sheila Dancer, Trishyde, Urban Sea, Verveine

## Arazi given all clear for British debut at Ascot

ARAZI will attempt to regain his wonder-horse status when he joins a glittering array of stars at Royal Ascot next week.

The French colt was yesterday given the go-ahead to display his talents before British racegoers for the first time in the St James's Palace Stakes on Tuesday.

Weeks of speculation about the Francois Boutin-trained colt's next race were ended by an announcement from Anthony Stroud, racing manager to part-owner Shaikh Mohammed.

Arazi, rated the outstanding European two-year-old of recent times after his breath-taking Bredders Cup Juvenile triumph, was a big disappointment in his latest race.

Sent back over the Atlantic to contest last month's Kentucky Derby at the request of his owner, Allen Paulson, he finished only eighth.

Many observers felt that



Cautchen: rides Arazi in St James's Palace Stakes

Arazi failed to stay the one-and-a-quarter mile trip at Churchill Downs so it is no surprise that he switches back to a mile for the Ascot race.

Arazi's trip to England goes ahead despite an unconvincing workout at the Chantilly training grounds yesterday.

Steve Cautchen, his Ascot jockey, said: "He worked well

at a good pace. He was probably more relaxed than usual because of the fog, and dropped his bit during the gallop, but it's not possible to say whether he's back to the form he showed before the Kentucky Derby, when he was really flying.

No decision has yet been made as to whether Rodrigo De Triano will be left in the race at today's five-day stage.

Peter Chapple-Hyam is waiting to see how Robert Sangster's colt recovers from his exertions in last week's Derby, where he finished a disappointing ninth.

Anticipating that the dual 2,000 Guineas winner will run, Hills have introduced match betting on the pair, regardless of where they finish, and offer 8-13 Arazi. 5-4 Rodrigo De Triano. Should either horse not run, all match bets will void.

## CHEPSTOW

MANDARIN  
6.30 Profit A Prendre. 7.00 Charned Knave. 7.30 Echo-Logical. 8.00 Spectacular Dawn. 8.30 Toledo Queen. 9.00 Idiot Linn.

THUNDERER  
6.30 Profit A Prendre. 7.00 Charned Knave. 7.30 Echo-Logical. 8.00 Tiger Claw. 8.30 Toledo Queen. 9.00 Queen's Tickle.

Richard Evans: 7.00 Lucky Noire.

The Times Private Handicapper's top rating: 7.30 ECHO-LOGICAL.

GOING: GOOD TO FIRM  
DRAW: 5F-1M, HIGH NUMBERS BEST

## 6.30 ORSINO AMATEUR RIDERS

HANDICAP (11.982: 71yds) (22 runners)

1-008 CORBIN HILL 13 (D.F.) R. Hines 12-0  
2-040 LA BELLE VIE 17 (C.D.F.) R. Hines 12-0  
3-041 MARTINOSKY 12 (F.) W. Wigham 6-11-10  
4-000 ERIS EXPRESS 11 (D.F.) J. Moore 7-1-10  
5-046 SUSANNA'S SECRET 8 (R.D.F.) W. Carter 5-1-1  
6-000 NAVARROUSE 22 (D.F.) R. Hines 12-0  
7-000 PROFIT A PRENDRE 16 (D.F.) R. Hines 12-0  
8-000 MORE LARKS 21 (M.) J. Moore 7-1-10  
9-033 BILL MOON 16 (D.F.) R. Hines 12-0  
10-000 YOUNG INDIA 13 (D.F.) R. Hines 12-0

11-000 ORCHARD BAY 44 (D.F.) R. Hines 12-0  
12-000 FRANKLIN 5 (M.) R. Hines 12-0  
13-000 TAYCHON PARK 16 (D.F.) R. Hines 12-0  
14-000 KALAMORIS 308 (M.) R. Hines 12-0  
15-000 JOHNSTON'S EXPRESS 12 (F.) R. Hines 12-0  
16-048 SPANISH WHISPER 12 (F.) R. Hines 12-0  
17-000 THE BUSINESS 21 (M.) R. Hines 12-0  
18-000 SPORTING WEDNESDAY 25 (D.F.) J. Moore 7-1-10  
19-000 SHAPLEY DEB 14 (D.F.) R. Hines 12-0  
20-000 NO BOARDING 21 (R.) R. Hines 12-0  
21-000 DAZLA 17 (D.F.) R. Hines 12-0  
22-000 SUPREME OPTIMIST 9 (D.F.) R. Hines 12-0

1991: Profit A Prendre, 7.1. Susanna's Secret, 8.1. Bill Moon, 10.1. Spanish Whisper, Martineau, 12.1. Corbin Hill, 14.1. others.

## 7.00 TARMAC CONSTRUCTION

HANDICAP (12.442: 1m 14yds) (23)

1-000 ARTER 17 (F.) R. Hines 12-0  
2-040 TAYCHON PARK 16 (D.F.) R. Hines 12-0  
3-000 PRIME MOVER 28 (D.F.) R. Hines 12-0  
4-000 TANTALUS 5 (M.) R. Hines 12-0  
5-046 SUSANNA'S SECRET 8 (R.D.F.) W. Carter 5-1-1  
6-000 NAVARROUSE 22 (D.F.) R. Hines 12-0  
7-000 PROFIT A PRENDRE 16 (D.F.) R. Hines 12-0  
8-000 MORE LARKS 21 (M.) J. Moore 7-1-10  
9-033 BILL MOON 16 (D.F.) R. Hines 12-0  
10-000 YOUNG INDIA 13 (D.F.) R. Hines 12-0  
11-000 ORCHARD BAY 44 (D.F.) R. Hines 12-0  
12-000 FRANKLIN 5 (M.) R. Hines 12-0  
13-000 TAYCHON PARK 16 (D.F.) R. Hines 12-0  
14-000 KALAMORIS 308 (M.) R. Hines 12-0  
15-000 JOHNSTON'S EXPRESS 12 (F.) R. Hines 12-0  
16-048 SPANISH WHISPER 12 (F.) R. Hines 12-0  
17-000 THE BUSINESS 21 (M.) R. Hines 12-0  
18-000 SPORTING WEDNESDAY 25 (D.F.) J. Moore 7-1-10  
19-000 SHAPLEY DEB 14 (D.F.) R. Hines 12-0  
20-000 NO BOARDING 21 (R.) R. Hines 12-0  
21-000 DAZLA 17 (D.F.) R. Hines 12-0  
22-000 SUPREME OPTIMIST 9 (D.F.) R. Hines 12-0

1991: Profit A Prendre, 7.1. Susanna's Secret, 8.1. Bill Moon, 10.1. Spanish Whisper, Martineau, 12.1. Corbin Hill, 14.1. others.

## 7.30 GARDEN FESTIVAL CLAIMING

STAKES (3-Y-O £15.58 51yds) (8)

1-000 ECHO-LOGICAL 47 (D.F.) R. Hines 12-0  
2-000 RUANA BOY 12 (M.) R. Hines 12-0  
3-000 RIVET 5 (M.) R. Hines 12-0  
4-000 BELTCHON 12 (D.F.) R. Hines 12-0  
5-000 BELTCHON 12 (D.F.) R. Hines 12-0  
6-000 BELTCHON 12 (D.F.) R. Hines 12-0  
7-000 BELTCHON 12 (D.F.) R. Hines 12-0  
8-000 BELTCHON 12 (D.F.) R. Hines 12-0

1991: ECHO-LOGICAL, 7.2. Belvedere, 7.1. Shocking Times, 10.1. Rivet, 20.1. others.

## 8.00 WORTHINGTON BEST BITTER

HANDICAP (12.337: 1m 21yds) (16)

1-000 MUCKENBERG 33 (J.) R. Hines 12-0  
2-000 BELLA FLOR 25 (F.) R. Hines 12-0  
3-000 TIGER CLAW 13 (D.F.) R. Hines 12-0  
4-000 SPECTACULAR DAWN 18 (D.F.) R. Hines 12-0  
5-000 HILLS OF HOY 28 (D.F.) R. Hines 12-0  
6-000 MERRY MARQUESS 29 (D.F.) R. Hines 12-0  
7-000 FAMOUS BEAUTY 13 (C.F.) R. Hines 12-0  
8-000 SYSTEMATIC 10 (M.) R. Hines 12-0  
9-000 ST. ATHANS LAD 8 (M.) R. Hines 12-0  
10-000 BORHAM 10 (M.) R. Hines 12-0  
11-000 PREMIER DANCE 19 (D.F.) R. Hines 12-0  
12-000 DAVY'S 22 (D.F.) R. Hines 12-0  
13-000 SAM THE MAN 14 (D.F.) R. Hines 12-0  
14-000 HEAD TURNER 19 (D.F.) R. Hines 12-0  
15-000 GIVE ME HOPE 12 (D.F.) R. Hines 12-0  
16-000 GLENNYARD 21 (D.F.) R. Hines 12-0

1991: Spectacular Dawn, 4.1. Premier Dance, 5.1. Davy's, 11.2. Tiger Claw, 1.1. Hills of Hoy, 12.1. Systematic, 16.1. others.

## 8.30 EBF OLIVIA MAIDEN FILLIES

STAKES (2-Y-O £2,920: 61yds) (17)

1-000 APHERA 34 (M.) R. Hines 12-0  
2-000 FARMER PAPER 10 (D.F.) R. Hines 12-0  
3-000 BLUE COMBER 10 (D.F.) R. Hines 12-0  
4-000 BRIGHT GENERATION 9 (D.F.) R. Hines 12-0  
5-000 CREATIVE PLAN 9 (D.F.) R. Hines 12-0  
6-000 DUNLOP HOUSE 8 (D.F.) R. Hines 12-0  
7-000 FARMER PAPER 10 (D.F.) R. Hines 12-0  
8-000 FLYING POWER 10 (D.F.) R. Hines 12-0  
9-000 GLODDATTA 34 (M.) R. Hines 12-0  
10-000 GOLD TASSIE 8 (M.) R. Hines 12-0  
11-000 IS SHE PLUCK 5 (M.) R. Hines 12-0  
12-000 FARMER PAPER 10 (D.F.) R. Hines 12-0  
13-000 LATEST PLANK 8 (D.F.) R. Hines 12-0  
14-000 POLLY LEACH 8 (M.) R. Hines 12-0  
15-000 BECKY'S SISTER 27 (F.) R. Hines 12-0  
16-000 HOPKINS BLUM 8 (M.) R. Hines 12-0  
17-000 TOLEDO QUEEN 8 (M.) R. Hines 12-0

1991: Bright Generation, 4.1. Toledo Queen, 5.1. Gold Tassie, 13.2. Gloddatta, 1.1. Fanny, 10.1. Olive Tree, 14.1. others.

## 9.00 GOOD NIGHT HANDICAP

(£1,786: 61yds) (16)

1-000 LUNA 22 (D.F.) R. Hines 12-0  
2-000 AMETHYSTINE 22 (D.F.) R. Hines 12-0  
3-000 BALLAD DANCER 10 (D.F.) R. Hines 12-0  
4-000 OLD COMRADES 21 (F.) R. Hines 12-0  
5-000 KAYDEN 8 (D.F.) R. Hines 12-0  
6-000 RUBY RING 14 (D.F.) R. Hines 12-0  
7-000 RUBY RING 14 (D.F.) R. Hines 12-0  
8-000 RUBY RING 14 (D.F.) R. Hines 12-0  
9-000 RUBY RING 14 (D.F.) R. Hines 12-0  
10-000 RUBY RING 14 (D.F.) R. Hines 12-0  
11-000 RUBY RING 14 (D.F.) R. Hines 12-0  
12-000 RUBY RING 14 (D.F.) R. Hines 12-0  
13-000 RUBY RING 14 (D.F.) R. Hines 12-0  
14-000 RUBY RING 14 (D.F.) R. Hines 12-0  
15-000 RUBY RING 14 (D.F.) R. Hines 12-0  
16-000 RUBY RING 14 (D.F.) R. Hines 12-0

1991: Ruby Ring, 1.1. Ballad Dancer, 7.1. Ruby Ring, 11.1. Ruby Ring, 14.1. others.

## COURSE SPECIALISTS

TRAINERS: C. Lang, 4 winners from 21 runners, 19.0%  
D. Wootton, 4 winners from 19 runners, 21.1%  
Hodges, 13 winners from 17 runners, 76.5%  
D. Wootton, 4 winners from 19 runners, 21.1%  
Hodges, 13 winners from 17 runners, 76.5%  
D. Wootton, 4 winners from 19 runners, 21.1%  
Hodges, 13 winners from 17 runners, 76.5%

Evening results, page 35

## Blinkered first time

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# Grass-court craftsman has his day

## Becker's practice schedule upset by van Rensburg

BY ANDREW LONGMORE, TENNIS CORRESPONDENT

IF BORIS Becker thought that his troubles would end the moment he stepped back on to his beloved grass, he was jolted back to reality by the aging skills of Christo van Rensburg at Queen's yesterday. In his first match on grass since the Wimbledon final last year, Becker was beaten 6-4, 6-3 in the second round by the South African.

Unless he decides to change his plans, Becker will go into Wimbledon with just one competitive match in five weeks. The defeat, only his third in 28 matches at Queen's, leaves Becker's traditional schedule in disarray and there must now be an outside chance that the three-times Wimbledon champion will go to the Manchester Open in a desperate attempt to get practice.

This was always going to be a tough task for Becker, who had not played since losing 6-1, 6-1 to Michael Stich on clay in Hamburg, after pulling out of the French Open with a thigh injury. Van Rensburg, aged 29, is a grass-court craftsman who has twice reached the last 16 at Wimbledon. Two years ago he ended Pete Sampras's hopes in the first round, and he reached the final at Beckenham last week.

Becker seemed to sense the mood of foreboding on a dark afternoon. His legs were as leaden as the skies and his temper rumbled as loud as

the thunder. Time and again, he was left flat on his face, though constant complaints to the umpire, Kim Craven, about the slippery conditions brought no reward. In the middle of the third set, Becker summoned the tournament referee and the ATP supervisor, but neither could help Becker's increasingly forlorn cause.

Van Rensburg's annoying tendency to abort his service action in mid-toss further heightened Becker's frustration. It was clear all was not well early in the first set as Becker strummed the baseline, muttering darkly to himself and looking accusingly at the best grass-court in the country. He would have done better to turn his attention to van Rensburg, whose returns had Becker under constant pressure at the net. Two back-



Van Rensburg: surprise

hand volley errors gave the South African the break he needed to take the first set, though a long break for rain prolonged Becker's agony as he served for the set.

Two more breaks early in the second set sealed Becker's fate, and when he overhit two forehand volleys, one wide, the other long, van Rensburg's first victory over Becker was complete.

"I have waited a long time to play him on grass and when the moment came it all just fitted together," van Rensburg said. "It doesn't matter whether you are Boris Becker or ranked 200, if you are short of match practice, you're not going to be that sharp or that confident."

The smart ace of the day was Goran Ivanisevic, who took full advantage of the one patch of unbroken sunshine to dispose of Sandon Stolle in straight sets. The Croat's last match on grass, a defeat by Nick Brown on court 13 at Wimbledon, was markedly less successful, but the horror of that defeat has clearly left its mark on the left-hander, who is a live outsider for the championships. "This year I am not talking about anything. I am just a normal guy, like the other 128 in the draw. I put too much pressure on myself last year," he said.

RESULTS: First round: P. F. (6) vs P. M. (4), 6-4, 7-6; Second round: P. F. (6) vs C. van Rensburg (29), 6-4, 6-3; C. van Rensburg (29) vs B. Becker (2), 6-4, 6-3.



Early slip-up: Becker reaches for a backhand volley on his way to defeat

## GOLF

## Curtis Cup rivals return to do their level best

BY PATRICIA DAVIES

AMY Fruwirth, the United States women's amateur champion, found the Curtis Cup a trifle baffling last week. She felt she had played well for little return and yesterday, in the first round of the British women's championship at Saunton, she clicked back into the old strokeplay routine with a first qualifying round of 73, two under par.

That left her tied for second place, alongside Nikki Buxton, the Yorkshire champion, one shot behind Delphine Bourson, of France.

Buxton played only one match at Hoylake but at least her Curtis Cup debut was redeemed by being on the winning side. "I wanted to play more than one match," she said, "but I was in the team and that meant a lot. I enjoyed watching the others and the finish, but there was a lot of pressure. There's no pressure on me this week."

She started as though she had been launched from a catapult, with five birdies in the first seven holes. A rash of three-putting halted her progress, and she was only one under after 14 holes. At the 15th, however, she hit a three-wood to 30 feet and holed the putt for an eagle three, before dropping another shot at the 18th.

Fruwirth intends defending her US title before turning professional, but Buxton, who finished a degree course in sports management and international trade in Paris two weeks ago, has no such ambitions. "I'm starting work in a law advisory company in October," she said. "I

think it's different playing for money. I play for fun."

On a glorious golfing day, Bourson came home in 33, four under par, but that inward half was bettered by Janice Moodie, the Scottish champion, who came home in 31 for a 74. Out in 43, five over, Moodie suddenly found her putting touch and only wished she had had a front nine like Buxton's. Combining the two would have produced a little matter of 65, ten under.

The Curtis Cup foursomes firm of "all 'n' all" had mixed fortunes.

Julie Hall, the senior partner, managed a 76, despite having no clue where the ball was going. She had torn one of her contact lenses and was playing blind, almost literally. "Where's it gone, Dad?" was her most frequent remark (her eagle-eyed father is her caddy). She is having a new lens ferried over from Felixstowe, where her long-suffering optician holds one permanently in stock, for this morning. Caroline Hall, the last-hole heroine at Hoylake, struggled with her putter and shot 82.

LEADING FIRST-ROUND SCORES: 72: D. Bourson (Fr), 73: N. Buxton (Wales), A. Fruwirth (US), 74: A. Reed (Stratford), 75: R. Wiles (US), L. Wiles (Stratford), 76: J. Moodie (Scotland), 77: J. Hall (Felixstowe), 78: J. Hall (Felixstowe), 79: J. Hall (Felixstowe), 80: J. Hall (Felixstowe), 81: J. Hall (Felixstowe), 82: J. Hall (Felixstowe), 83: J. Hall (Felixstowe), 84: J. Hall (Felixstowe), 85: J. Hall (Felixstowe), 86: J. Hall (Felixstowe), 87: J. Hall (Felixstowe), 88: J. Hall (Felixstowe), 89: J. Hall (Felixstowe), 90: J. Hall (Felixstowe), 91: J. Hall (Felixstowe), 92: J. Hall (Felixstowe), 93: J. Hall (Felixstowe), 94: J. Hall (Felixstowe), 95: J. Hall (Felixstowe), 96: J. Hall (Felixstowe), 97: J. Hall (Felixstowe), 98: J. Hall (Felixstowe), 99: J. Hall (Felixstowe), 100: J. Hall (Felixstowe).

## Read rises to challenges

BY CRAIG LORR

KATHY Read has held all three British backstroke records since the Olympic trials a month ago. She will spend the next four days at the Oprex championships defending her three titles and attempting to add to her 15 championship successes that stretch back to 1984.

If the figures suggest an effortless dominance, they deceive. For Read, who turns 23 this month, leads a group of British backstroke women who are ranked among the world's top 20.

From her Olympic debut in 1984 until 1989, Read went unbeaten in Britain. But in 1990 defeat came at the hands of Sharon Page and Read was expected to hand over her crown from then on.

She did not. Instead, she took to training, with Dougie

Campbell, her coach at Barnes in London, more than ever before, used the World Cup circuit for race experience, and perfected the new backstroke turn. The result was nowhere more evident than in her two victories and British records at the trials last month.

Her return to Ponds Forge, Sheffield, this week is unlikely to see such rushing efforts as with the rest of the Olympic team, she will be more focused on final preparations for Barcelona.

The championships will provide more of an opportunity for those who will remain at home this summer to consolidate themselves with good performances, rather than a repeat of the spectacle of the trials, at which two European, four Commonwealth and 11 British records were broken.

ken. James Parrrack will pursue the 50 metres breaststroke record of Adrian Moorhouse, his Leeds teammate, today.

For Moorhouse and Nick Gillingham, the fastest in the world this year at 100 and 200 metres breaststroke, the event will be little more than a pointer to their races in six weeks' time.

While Parrrack is still aiming for his best, others who were disappointed not to make the Olympic team have opted to be absent from Sheffield, most notably Page and Austyn Shortman.

Also on the first day, Helen Slater will start in the first of her six events, for a total of 12 individual swims.

Karen Pickering is aiming to take four freestyle titles to support her mission to Barcelona.

## Holdings can move nearer play-offs

THE women's world championships resume in Ayr today with most of the field still in contention for a place in the medal play-offs on Saturday (David Rhydd Jones writes). Ten pairs out of 13 in section A can still qualify, as can the top 11 in section B.

The holders from Ireland, Phillis Nolan and Margaret Johnston, who have already lost to the United States and Hong Kong, face Elaine Jones and Alice Duncalf, of Canada, this morning, knowing the winners will take over as favourites in section A.

Mavis Le Marquand and Sheila Syvret, of Jersey, lead section B, and may be surprised to be ahead of the Scottish pair, Sarah Gourlay and Senga McCrone, who beat them on Tuesday. In the triples, Val Howell,

Mary Davies and Rita Jones, of Wales, are five shots better off than Joyce Lindores, Janice Maxwell and Frances Whyte, of Scotland, at the top of section A, and are guaranteed four points today without rolling a bowl.

Curiously, points are awarded for byes, so, while Wales will welcome the windfall, they will have no chance to add to their shots credit. Assuming Scotland master Jersey and Fiji today, the match between the two home countries tomorrow morning could be decisive.

Marlene Castle, Millie Khan and Adrienne Lambert, of New Zealand, the section B leaders, have yet to be tested by South Africa and England, both of whom harbour hopes of reaching the final.

## Turi to bypass Hickstead

BY JENNY MACARTHUR

BRITAIN'S Olympic show jumping contenders will be on trial at the Royal International Horse Show which begins today at Douglas Bunn's jumping course in Hickstead, Sussex.

The two show jumping classics, the King George V Gold Cup and the Queen Elizabeth II Cup on Saturday and the Henderson Grand Prix on Sunday, are all described as Olympic trials by Bunn, the chairman of the selectors. "Anyone who has any hope of getting to the Olympics should be at Hickstead this weekend."

But Joe Turi, one of the Olympic contenders, takes Abbeville, his on-form mare, to the Paris show this weekend.

Michael Bullman, the owner of Abbeville, said yesterday: "Hickstead's solid,

impressive courses would not be appropriate for my mare. On the Continent the poles are lighter and the fences more airy. The horse must come first. I don't think Hickstead will bear any relation to what we will see in Barcelona."

Bunn, annoyed at Turi's absence, said that it was for the selection committee to decide whether or not he had ruled himself out of the team. Abbeville's form this season cannot be dismissed lightly. She had clear rounds in the Lucerne and Kapellen Nations Cups. Two weeks ago she was second behind Walzerkoenig, Germany's Olympic team gold medal winner, in the Hamburg Grand Prix.

All the other leading contenders — John and Michael Whitaker, Nick Skelton, Tim

Grubb, David Broome and Tina Cassan — are competing. Cassan may ride Treffer rather than her main Olympic hope Genesis, who is suffering from a virus.

Skelton is resting his main contender, Dollar Girl, who had a clear round in the Kapellen Nations Cup, and rides Everest Limited Edition. John Whitaker will ride Henderson Milton in his attempt at a third King George V Gold Cup.

The selectors have named 15 young riders, from whom six will be chosen after the Hickstead trials on August 31 to represent Britain in the European young rider championships in France in September.

LONG LIST: S. Atfield, G. Blackmore, B. Barlow, A. Berrington, S. Bell, E. Bulmer, D. Beck, L. Jennings, E. Jones, J. Killeen, L. Louch, A. Morris, S. Newman, K. Reid, A. Plummer.

## Deuchar's crown in five sets

Lachie Deuchar, the world No. 1, won the United States professional tennis championship at Newport, Rhode Island, after a five set match against Chris Renshaw, the former world champion.

Deuchar, who lost to Renshaw twice in the previous fortnight, regained his form and self-belief, keeping his concentration despite failing to clinch a match point in the fourth set.

Tomlinson leads Fencing: Penny Tomlinson heads an experienced British team for the women's world epee championships in Cuba from July 9 to 12.

TEAM: P. Tomlinson (LTCO), K. Goodall (Cheshire and Westmorland), S. Pearce (Leicester), C. Reed (Polytechnic), A. Wilson-Barry (LTCO).

Back in the union Rugby union: David Watkins, the former British rugby league and Welsh rugby union international, returned to the union code when elected to the committee of his former club, Newport.

Champion out Bowls: Jimmy Sellar, of Glasgow, the world wheelchair champion, failed to make the quarter-finals of the British Wheelchair Sports Federation national championship at Stoke Mandeville.

Home defence Boxing: Gary Jacobs will make his first defence of his British welterweight title in his native Glasgow against John Davies on July 9.

## Daniels hits decider for Guardacre

BY JOHN WATSON

KERRY Packer's Ellerton White, who carried off the Queen's Cup at Windsor last Sunday, suffered defeat when the contest for the Cirencester clubs H Goal Warwickshire Cup opened at Sudham, Sussex, yesterday. They were beaten 11-10 in extra time by Guardacre.

Ellerton snatched a goal from the first throw-in with a getaway gallop by Tomas Llorente and Henry Brett. Given their superiority in pony power they retained their lead until after half-time when they were 7-4 ahead. They then suffered the misfortune of losing Bautista Heguy, their No. 2, who was taken away in an ambulance.

He was replaced by Carlos Gracida, the ten-goal Mexican. While Gracida was getting the feel of the unfamiliar line-up, Guardacre's Gabriel Donoso scored twice to equalise. The fifth and sixth chukkas were level-pegs. Guardacre's decisive goal in extra time was achieved from Donoso's 60-yard penalty shot which was eventually struck home by Julian Daniels, the No. 1.

GUARDACRE: 1, J. Daniels (1); 2, P. Heguy (10); 3, G. Donoso (8); 4, B. Brett (1); 5, B. Brett (1); 6, B. Brett (1); 7, B. Brett (1); 8, B. Brett (1); 9, B. Brett (1); 10, B. Brett (1).

Home defence Curling: Bruce Guild, the secretary of the Royal Canadian Curling Club, the sport's ruling body, has resigned for health reasons.

## FOR THE RECORD

NATIONAL LEAGUE: New York Mets 6, Montreal Expos 5; Pittsburgh Pirates 5, Los Angeles Dodgers 4; St. Louis Cardinals 5, Houston Astros 4; Cincinnati Reds 5, San Francisco Giants 4; Los Angeles Dodgers 3, Atlanta Braves 2.

AMERICAN LEAGUE: Toronto Blue Jays 2, New York Yankees 1; Boston Red Sox 4, Baltimore Orioles 1; Cleveland Indians 6, Detroit Tigers 1; Chicago White Sox 4, Baltimore Orioles 2; Minnesota Twins 4, Kansas City Royals 2; Oakland Athletics 5, Milwaukee Brewers 1; Seattle Mariners 2, Texas Rangers 1.

ATHLETICS: ROME: Golden Globe grand prix meeting: Marc 100m: 1, J. Christie (GB), 10.11sec; 2, R. Stewart (Ireland), 10.24; 3, P. Fredericks (Namibia), 10.26; 7, J. Pugh (GB), 10.84; 200m: 1, Fredericks, 20.22; 2, M. Johnson (US), 20.25; 3, Christie, 20.25; 5, J. Pugh (GB), 20.25; 1000m: 1, A. Sernau (GB), 3:14.00; 2, B. White (GB), 3:14.00; 3, A. Sernau (GB), 3:14.00; 1500m: 1, G. D. Hargreaves (GB), 3:53.00; 2, M. Norrish (GB), 3:54.00; 3, D. Bannister (GB), 3:55.00; 10, H. Norrish (GB), 3:55.00; 5000m: 1, J. Pugh (GB), 15:00.00; 2, S. Anibon (GB), 15:10.00; 3, H. Norrish (GB), 15:10.00; 10,000m: 1, J. Pugh (GB), 31:00.00; 2, S. Anibon (GB), 31:00.00; 3, H. Norrish (GB), 31:00.00; 20,000m: 1, J. Pugh (GB), 62:00.00; 2, S. Anibon (GB), 62:00.00; 3, H. Norrish (GB), 62:00.00; 40,000m: 1, J. Pugh (GB), 124:00.00; 2, S. Anibon (GB), 124:00.00; 3, H. Norrish (GB), 124:00.00; 80,000m: 1, J. Pugh (GB), 248:00.00; 2, S. Anibon (GB), 248:00.00; 3, H. Norrish (GB), 248:00.00; 160,000m: 1, J. Pugh (GB), 496:00.00; 2, S. Anibon (GB), 496:00.00; 3, H. Norrish (GB), 496:00.00; 320,000m: 1, J. Pugh (GB), 992:00.00; 2, S. Anibon (GB), 992:00.00; 3, H. Norrish (GB), 992:00.00; 640,000m: 1, J. Pugh (GB), 1984:00.00; 2, S. Anibon (GB), 1984:00.00; 3, H. Norrish (GB), 1984:00.00; 1,280,000m: 1, J. Pugh (GB), 3968:00.00; 2, S. Anibon (GB), 3968:00.00; 3, H. Norrish (GB), 3968:00.00; 2,560,000m: 1, J. Pugh (GB), 7936:00.00; 2, S. Anibon (GB), 7936:00.00; 3, H. Norrish (GB), 7936:00.00; 5,120,000m: 1, J. Pugh (GB), 15872:00.00; 2, S. Anibon (GB), 15872:00.00; 3, H. Norrish (GB), 15872:00.00; 10,240,000m: 1, J. Pugh (GB), 31744:00.00; 2, S. Anibon (GB), 31744:00.00; 3, H. Norrish (GB), 31744:00.00; 20,480,000m: 1, J. Pugh (GB), 63488:00.00; 2, S. Anibon (GB), 63488:00.00; 3, H. Norrish (GB), 63488:00.00; 40,960,000m: 1, J. Pugh (GB), 126976:00.00; 2, S. Anibon (GB), 126976:00.00; 3, H. Norrish (GB), 126976:00.00; 81,920,000m: 1, J. Pugh (GB), 253952:00.00; 2, S. Anibon (GB), 253952:00.00; 3, H. Norrish (GB), 253952:00.00; 163,840,000m: 1, J. Pugh (GB), 507904:00.00; 2, S. Anibon (GB), 507904:00.00; 3, H. Norrish (GB), 507904:00.00; 327,680,000m: 1, J. Pugh (GB), 1015808:00.00; 2, S. Anibon (GB), 1015808:00.00; 3, H. Norrish (GB), 1015808:00.00; 655,360,000m: 1, J. Pugh (GB), 2031616:00.00; 2, S. Anibon (GB), 2031616:00.00; 3, H. Norrish (GB), 2031616:00.00; 1,310,720,000m: 1, J. Pugh (GB), 4063232:00.00; 2, S. Anibon (GB), 4063232:00.00; 3, H. Norrish (GB), 4063232:00.00; 2,621,440,000m: 1, J. Pugh (GB), 8126464:00.00; 2, S. Anibon (GB), 8126464:00.00; 3, H. Norrish (GB), 8126464:00.00; 5,242,880,000m: 1, J. Pugh (GB), 16252928:00.00; 2, S. Anibon (GB), 16252928:00.00; 3, H. Norrish (GB), 16252928:00.00; 10,485,760,000m: 1, J. Pugh (GB), 32505856:00.00; 2, S. Anibon (GB), 32505856:00.00; 3, H. Norrish (GB), 32505856:00.00; 20,971,520,000m: 1, J. Pugh (GB), 65011712:00.00; 2, S. Anibon (GB), 65011712:00.00; 3, H. 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THURSDAY JUNE 11 1992

England party undeterred by recent misfortunes as they go into their opening European championship match

# Taylor certain of winning start

FROM STUART JONES  
FOOTBALL CORRESPONDENT  
IN MALMÖ

THE preparatory work has been wrecked but Graham Taylor, the England manager, is clinging to his natural optimism. The shortest sentence in his typically laconic opening European football championship tie, against Denmark here tonight, expects to win, he said yesterday.

If England do, it will be against the odds. Since Taylor announced his squad three weeks ago, it seems that fate has been constantly moving the goal posts.

The initial change concerned the identity of the opposition. Instead of working out how to counter the Yugoslavs, Taylor belatedly had to find ways of unravelling the more compact Danes. No sooner had the script been rewritten than the cast he assembled for a dress rehearsal against Finland in Helsinki was broken up.

John Barnes and Mark Wright, vital parts of Taylor's plans for a progressive sweeper formation in Sweden, and his lone right back, Gary Stevens, all sustained injuries. Barnes and Stevens so severely that they had to be withdrawn from the European



Today  
Group one  
Denmark v England  
(Malmö, 7.15)  
Tomorrow  
Group two  
Netherlands v Scotland  
(Gothenburg, 4.15)  
CIS v Germany  
(Norwäpling, 7.15)

an championship squad. Wright is unavailable today.

Although his strategy has been potentially reduced to a chaotic shambles, Taylor insists that his party's spirits are good. "There is a steady and quiet determination to do well," he said. "Let me do the worrying, that is what I get paid for. Sit back and enjoy it. Put your feet up in front of the television and have a good time."

Yet to fulfil his expectations, England will require perhaps more than a touch of fortune, even if, by now, they deserve it. As Bobby Robson's side discovered in Germany four years ago, defeat in the first game can lead not only to elimination but also to a débâcle. Then, England had been seen as possible champions. No such predictions

can reasonably be made this time.

It is likely that Taylor will retain the system and the remaining personnel employed in Helsinki. With minimum fuss, he could replace Stevens with Keith Curle, Wright with Carlton Palmer and Barnes with Paul Merson. The complications from attempting any other shuffle might be counterproductive.

The loyalty of one of Denmark's central defenders may be divided. Kent Nielsen, bought from Brøndby to Aston Villa by Taylor for £500,000 three years ago and made to feel at home in Birmingham, has reciprocated the friendly arrangement.

Last night Taylor's wife, Rita, stayed in Copenhagen as the guest of Nielsen's wife, Karin, who is expecting her first child next month. The pair will cross the sea to Malmö together to join the crowd in the stadium here this evening. Nielsen will not be the only familiar face in the opposition. John Sivebaek was a player at Old Trafford and Peter Schmeichel, the giant goalkeeper, still is.

Brian Laudrup could be irritatingly recognisable by the end of the night. Like his elder brother at Barcelona, he lurks behind the front two. The responsibility for smothering his contribution may be left to Carlton Palmer.

Taylor says that he has designed a side which, if it does not win, will be "hard for the Danes to beat". They have not done so since 1963, when their lone goal at Wembley effectively knocked England out of contention for the European championship finals.

Denmark's scourge recently has been Gary Lineker. He has scored both times he has played against them, in 1989 and 1990. If he maintains his average, he will at last claim the goal he needs to equal Bobby Charlton's record of 49.

Lineker habitually rises to big occasions and, for Taylor in particular, the occasion is the biggest of his managerial career. He claims to be less nervous now than when he started to learn the trade amid the more humble surroundings of Scunthorpe two decades ago.

In August, Taylor will take part in a meeting with the coaches of the seven other teams in Sweden for a summit meeting in Paris to discuss the tournament. "If we struggle," he said, "I hope I stay in the job long enough to go there."



Mission improbable: Palmer prepares yesterday for an unlikely assignment

# Scotland at full strength for Dutch match

FROM RODDY FORSYTH IN GOTHENBURG

FOR once before a crucial fixture, Andy Roxburgh, the Scotland coach, will be able to choose from a squad unrestricted by injury when he names his team to play Holland in the first European championship group two match here tomorrow.

After a thorough training session yesterday, Roxburgh was satisfied that Maurice Malpas had overcome the Achilles tendon damage sustained against Norway last week and that Pat Nevin was showing no further effects of the badly bruised ankle he suffered against the United States.

"The doctor and the physios are happy," Roxburgh said yesterday. "So we are in a position where we can actually sit down and make plans for our game with the Dutch on Friday. Of course, you must remember that we had lost almost a full team through injury before we got here, so our present position must be seen in that light."

"The aim now will be to put together what I would call Plan One, the tactics we have always hoped we would be able to employ against Holland but which depend on who we have available. We know all about the Dutch team and we're happy with our own organisation and structure."

Scotland must also be heartened by the news that a groin injury may prevent Frank Rijkaard from playing for the defending champions, though in any case Roxburgh has refused to be intimidated by the apparent strength of the Dutch team.

His confidence was reinforced yesterday by help from an unexpected source. The

French, who played Holland last week in a warm-up match watched by Roxburgh, have supplied tapes of the fixture and of the Dutch victory over Austria a few weeks ago.

"We're particularly interested in that match," Roxburgh said, "because although Holland won 3-2 the Austrians exposed them rather a lot and scored two goals that night."

"Craig Brown [Roxburgh's assistant] and I spent a lot of time yesterday watching the tape and therefore we know what we're dealing with and it's now just a matter of making one or two final decisions. We also saw them play against Portugal earlier this year when Portugal won 2-0 and won easily."

"Certainly Gullit and van Basten weren't playing on that occasion but it did show that they could be vulnerable. Myths grow up around some teams and although the Dutch undoubtedly have quality, play with adventure and even have the best manager in the world at the moment, they're not invincible."

Rinus Michels, the Dutch coach, also had encouraging words for the Scots. "I think the critics of Scotland have got it wrong," he said. "I don't think any of the eight sides would be here if they were no good. Scotland are better than they are given credit for."

Scotland will have to be mindful of the warm weather. "Our boys actually enjoyed the conditions at training," Roxburgh said. "Although it was bright and reasonably warm there was also a breeze. I would be quite happy if conditions were like this when we go out to play on Friday."

# Managers go in search of talent

BY OUR SPORTS STAFF

GEORGE Graham, of Arsenal, and Peter Reid, of Manchester City, are among a group of Premier League managers at the European championships, watching the cream of Europe's footballing talent and perhaps lining up some top-class signings.

However, the managers who took their teams to the top three places in the first division last season, Howard Wilkinson, Alex Ferguson and Trevor Francis, will be on family holidays instead.

Reid, who left for Sweden yesterday, said: "I'm going there to observe, look, learn and possibly buy." Dave Bassett, of Sheffield United, has an eye on the highly-rated Sweden defender, Jan Eriksson, and Ian Branfoot, of Southampton, is on the trail of Eriksson's international colleague, Joakim Nilsson.

Graham, who signed the Swede, Anders Limpar, after the 1990 World Cup finals, has already been linked with a series of continental targets and looks certain to be hunting more talent to bolster Arsenal's challenge for the Premier League.

Gerry Francis, the Queen's Park Rangers manager, will watch the championships on television at home in Berkshire. "I'd love to go but to be honest I really need a break," he said. "It was a long, hard season and there's probably an even tougher one coming up."

The Crystal Palace manager, Steve Coppell, and his chief coach, Alan Smith, flew

to Sweden on Tuesday. Smith said: "We are going to look at six matches, with particular interest in Holland and the CIS, but the chance to study different styles of play rather than looking to sign players is the main object."

Ron Atkinson, of Aston Villa, is in Sweden as part of the ITV commentary team; the Tottenham chief executive, Terry Venables, will feature on the BBC panel of experts based in London.

The former England goalkeeper, Ray Clemence, who will share team-manager duties with Doug Livermore under Venables at Spurs next season, will be in Sweden in his role with BBC Radio.

Venables said: "I've asked Ray to keep his ear to the ground for us while he's there but really I don't think you can beat the view you get from the television coverage. I'll be able to take in two matches on most days and with Ray on the spot, I can't see there is any need for me to be out in Sweden as well."

The Liverpool manager, Graeme Souness, and Howard Kendall, of Everton, have announced no plans to view the championships first hand, nor has Kenny Dalglish, of promoted Blackburn Rovers, but Ian Porterfield, of Chelsea, will probably go to the first-phase matches.

In *The Times* tomorrow, there is the chance to win a luxury day out for two at the British grand prix at Silverstone next month

# Palmer sweeps to fore

FROM STUART JONES

CARLTON Palmer was the most unpredictable inclusion in England's European championship squad. He may not only be picked for the opening tie tonight, but in a role which is foreign to him.

For six years, Palmer was a central defender at West Bromwich Albion, until he broke a collarbone. By the time he had recovered, Ron Atkinson had bought a couple of replacements at the back. Palmer was advised by his manager to try playing in midfield. The move was so successful that Atkinson,

once he had taken over at Sheffield Wednesday, bought Palmer for £750,000.

He developed so quickly that last season he was selected for the England B team, where he caught the eye of Michel Platini, the manager of France, at Loftus Road. Against Czechoslovakia, he was considered to be the man of the match by Graham Taylor, who elevated him into the senior team against the Commonwealth of Independent States.

Although Palmer's promotion was based on his perfor-

mances as a spare central defender, he made three successive appearances in midfield. Because of the withdrawal of Mark Wright, he is expected to act like a sweeper against Denmark tonight.

The play is a dangerous gamble, but Palmer would relish the opportunity. His style is similar to that of Nobby Stiles, his youth team coach at West Bromwich, and his attitude is equally and refreshingly simple.

"Football is there to be enjoyed," he said, "so I never worry about it. If you are not good enough at whatever level you play, then you will be found out."

Wright arrived here last night in a belated attempt to spare his country from being numerically weakened during the championship. He is to see the UEFA doctor this morning. Only if his Achilles tendon injury is officially considered serious enough to prevent him from taking any part in the tournament will England be able to apply for a substitute, who will be Tony Adams.

# Followers decrease in Malmö

Malmö: England will be watched by only about 3,500 followers in their opening match of the European championship tonight, the smallest support for the final stages of any important football tournament on the continent for more than 20 years (John Goodbody writes).

With more than 6,000 trouble-makers on the FA blacklist barred from buying tickets officially for the game against Denmark, there have been surprisingly few genuine supporters prepared to make the trip.

Pat Smith, the FA's administration manager, yesterday gave three reasons for the low numbers: the cost of living in Sweden; the recession in England; and the association's efforts to permit only the real enthusiasts to attend.

So far, one Briton on the blacklist given to Sweden has been deported, and two others have been arrested here on suspicion of passing forged British banknotes.

# Kent reach Lord's

KENT, who have not won a cricket trophy for 14 years, will have a fine chance to restore some glory when they meet Hampshire in the Benson and Hedges Cup final at Lord's on July 11. Kent made hard work of reaching a modest target of 199 to beat Surrey at Canterbury yesterday, getting home with two wickets and one ball to spare.

Kent were in command for much of the match after their opening bowlers, Igglesden and Ealham, bowled through and reduced Surrey to 41 for

four. However, after reaching 102 for two, with Hooper making 50, they lost wickets at regular intervals before Davis and McCague saw them to victory.

Hampshire beat Somerset more comfortably at Southampton. Chasing 219, they won by six wickets in the penultimate over, Terry making an unbeaten 89. Smith 44 and Gower 42. Rose was top scorer in Somerset's total of 218 for eight, with 65.

Semi-final reports, page 34

# Determined Durie holds her nerve

BY BARRY WOOD

JO Durie reached the third round of the Dow Classic at Edgbaston yesterday by defeating Betsy Nagelsen 6-3, 6-4.

Perhaps the most impressive aspect of Durie's performance was the manner in which she handled the pressure. In the first set, having won the opening 12 points of the match and leading 3-1, she found herself 40-0 down on her service.

Yet she prevented Nagelsen

from breaking back and then at 4-1 in the second set, she saved two more break points with a couple of superb services, one an ace.

After netting a forehand at match point in the next game, the British No. 1 then found herself involved in a struggle to end the match. Nagelsen held her service, broke Durie, held again for 5-4 and then led 30-0 on Durie's service.

But where once she would have tightened up and her game would have collapsed,

Durie held her nerve and recovered to claim victory.

With no outstanding favourite, although the top seed, Zina Garrison, is a former Wimbledon finalist, Durie was asked whether she had a chance of becoming the first British player to take the title.

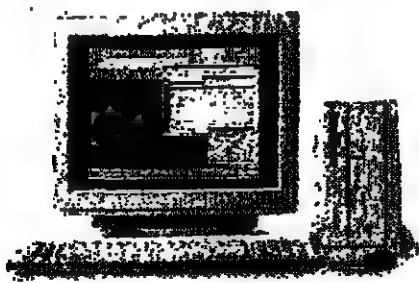
"It's quite open, but I don't know whether I can win it," she said. "On the day I'd have a good chance against anybody on this surface, especially if my serve is going well. But it's a question of consistency."

Brenda Schultz, the No. 6 seed from Holland, saved a match point before defeating Kristine Radford 7-5, 4-6, 11-9.

RESULTS: Second round: J Durie (GB) bt B Nagelsen (USA), 6-3, 6-4; J Durie (GB) bt M de Savigny (USA), 6-4, 6-4; R Stobbs (AUS) bt J Sarnecki (USA), 6-3, 6-4; P Sharpe (AUS) bt L Allen (USA), 6-4, 6-2; K Radford (USA) bt S Samaras (USA), 6-0, 3-6, 6-1; A Tompaala (FIN) bt N Endo (Japan), 2-6, 6-4, 8-6; B Schultz (Holland) bt K Radford (AUS), 7-5, 4-6, 11-9.

Becker loses, page 35

# How to get to the Sun.



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## How is this mighty city fallen

From 1800 to 1840 London was a place of beauty and optimism. Richard Cork visits a huge German exhibition which makes the contrast with today all too stark

Now that the calamity of Canary Wharf hangs over London like an epitaph, we need a tonic reminder of the metropolis at its invigorating zenith. But when exactly did London flourish with the greatest magnificence? Many would plump for the Victorian era, when imperial power and industrial prowess combined with Prince Albert's cultural crusading to generate a formidable sense of ascendancy. Others might prefer the age of Gainsborough and Reynolds, when British portraiture swagged alongside the prodigious flowering of science and a poised, utterly coherent architecture.

A magisterial, entertaining and hugely ambitious exhibition now at the Villa Hügel in Essen chooses, perhaps controversially, the period in between. Aided by the biggest array of our national treasures ever lent to Germany, the 700-exhibit epic highlights London's extraordinarily dynamic growth between 1800 and 1840. No such comprehensive survey of this hitherto neglected era has ever been mounted before, and the result deserves to be explored even by those who imagine they know the subject well.

**'The Times' appears, in John Doyle's lithograph, chained to the nose of John Bull'**

The setting for this enterprise, staged under the joint patronage of the Queen and the German President Richard von Weizsäcker, could hardly be more ironic. For the Villa Hügel was built as a country house by none other than the great industrialist Alfred Krupp. Presiding over resplendent parks and woodland in the hills overlooking a lush stretch of the Ruhr valley, his baronial residence opened its doors to monarchs, emperors and — during two of the present century's darkest moments — German leaders bent on the subjugation of Britain.

To celebrate London in such a context, where the overbearing rooms still possess a dour and frankly oppressive aura, seems tantamount to an act of reparation. But how can the essence of the metropolis best be conveyed to the German visitor? The working party of museum experts who tackled this awesome brief decided to opt for boldness and inclusivity. Headed by the indefatigable Celina Fox at the Museum of London, they aimed at a dizzyingly comprehensive panorama of the city as a time of spectacular transformation. The redneck extravagance of the Regency period gave way to the democratic challenge of Reform. Emerging triumphantly from the Napoleonic wars, the British capital underwent a sudden expansion that made it the largest, wealthiest and most potent city anywhere in the world.

Looking at Turner's painting on the cover of the 600-page catalogue, we are entitled to feel both nostalgic and angry. Proudly called *London*, the canvas places Wren's great Royal Naval Hospital at Greenwich in the centre of the composition. Beyond, Turner leads us round the undulating course of

the sail-bedecked Thames towards a beguiling horizon. For there, punctuated by steeples of the city churches, the distant mist is decisively ousted as St Paul's rears above the scene. The reciprocity between the cathedral dome and the twin-domed hospital in the foreground is captivating.

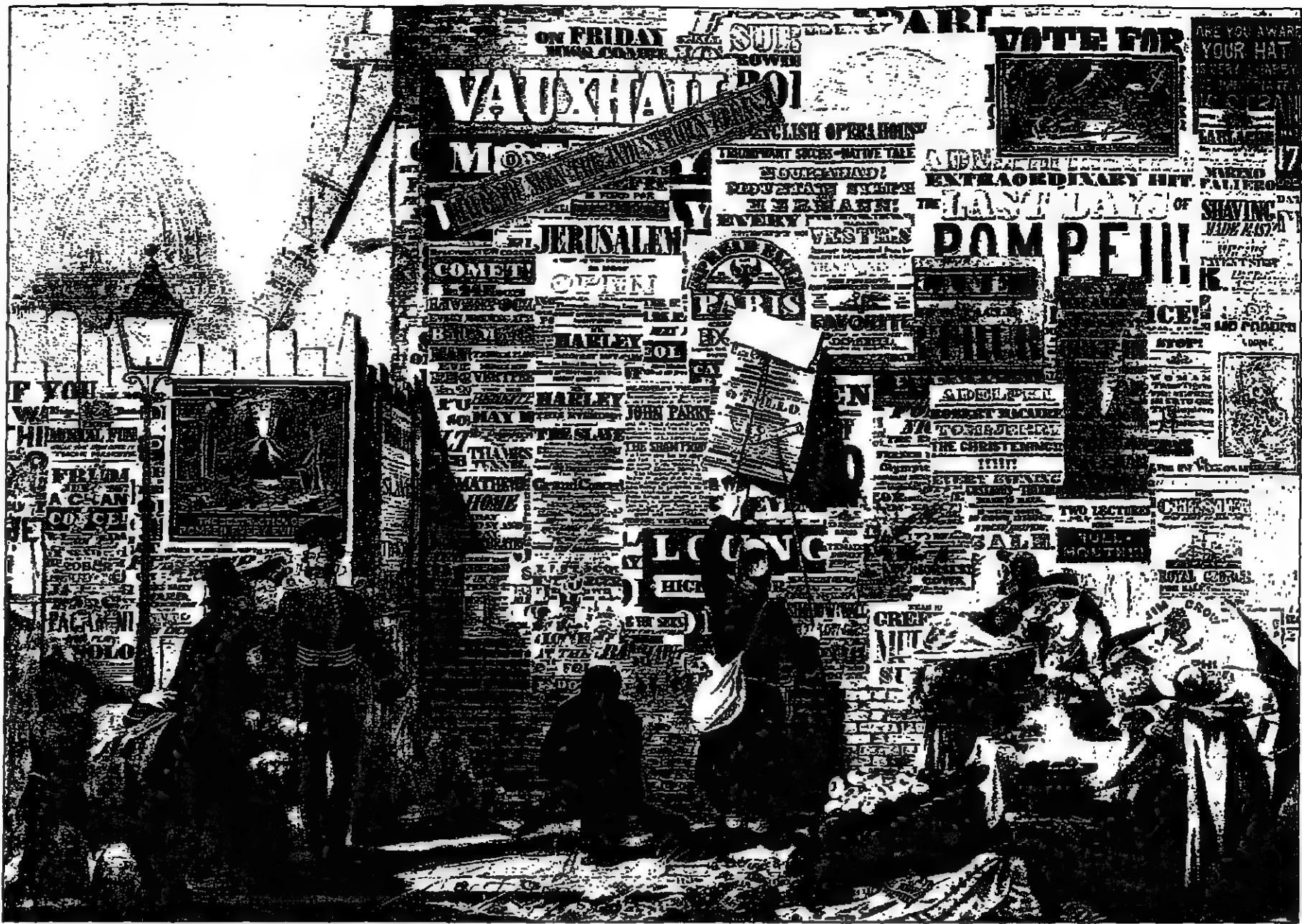
But outrage intervenes when we compare this delectable prospect with the same view today. Quite unforgivably, the obtrusive bulk of Canary Wharf's tower has been allowed to wreck the scene. We shudder, sigh and, with palpable relief, mount the grandiose Krupp staircase to immerse ourselves in the pleasures of a period when such desecration was still a long way off.

No exhibition devoted to the intertwining of London's achievements in the arts and sciences alike can afford to be dull. Scholarly prowess often leads to an excess of smullying minutiae, but here the show's vast opening room is alive with theatrical panache. Life-size figures from George IV's coronation procession towards Westminster Abbey fill the centre of this barn-like space. Led by a slender young woman scattering flowers and herbs to combat the stench of the crowds, the members of the cavalcade flaunt a fanciful array of costumes glorifying the nation's history.

The year was 1820. And despite the notorious profligacy of Prussia's 11-year regency, his crowning was performed in a spirit of optimism. Trafalgar and Waterloo had swept away the fear of French supremacy. Near the coronation figures, a stylishly draped alcove contains a selection of victory silver from Apsley House. Flanked by busts of Nelson and Wellington, the sumptuous tableware has a euphoric gleam. No continental despot should ever again presume to do battle with the Bulldog, and across the floor John Roost's marble statue of *The British Athlete* brandishes his pugilistic fists in warning.

If George IV preens himself in coronation robes at the centre, the rest of this introductory section fans out to encompass London's surging mercantile energy. The docks are shown in the throes of rapid and wholesale expansion. Perry Dock in Blackwall is an idyllic sight in William Daniell's limpid painting. Multi-masted vessels cluster in their berths, surrounded both by the river and open, verdant fields. As for the New Docks bordering the Isle of Dogs, their orderly rows of dignified, plain-spoken warehouses compare well with the flashy, chaotic redevelopment of the area today.

Functional dockside buildings benefited from the superb standards set by the leading architects of the day. A whole chamber is set aside for Sir John Soane, focusing above all on watercolours of his Bank of England interiors. The great domed rotunda vies openly with the Pantheon, and one view of his mighty arched Transfer Office presents the entire structure as a



Typographical frenzy: A London Street Scene 1835, a watercolour by John Orlando Parry, is on show in Metropole London at the Villa Hügel, Essen, until November 7

Roman ruin open to the sky. The conceit proved all too prophetic. By the late 1930s Soane's labyrinthine masterpiece was indeed destroyed, and in the same decade a similar death-sentence was inflicted on the other great architectural tour de force of the age.

John Nash's audacious reshaping of central London's streets, which proceeded in an unbroken sequence from Regent's Park to the Mall, was largely demolished. The images on view here reveal just how much was lost, including the curved colonnade of The Quadrant providing elegant shelter for pedestrians as they made their way south to Piccadilly Circus. But at least the outline of Nash's grand plan is preserved today, along with his parkland terraces and the "peppercorn" still stubbornly surviving in The Strand.

Nothing could stop the ebullient enlargement of London, even as far as the Paragon terrace in Blackheath. In 1811 John Linnell could still paint a large picture of the gravel-pits of Kensington, where labourers shovel and carry in a landscape innocent of streets and squares. By 1829, though, George Cruikshank produced a cheerfully apocalyptic print called *London goes out of Town, or The March of Bricks and Mortar*. Like an imperial army on the move, building materials invade the countryside in unstoppable battalions. They shower the meadows with bursts of brick missiles coated in fresh cement.

Scientific advance was just as irresistible. Succeeding rooms show that, while Clarkson Stanfield

was painting his festive tribute to the engineering *élan* of New London Bridge, the hobby horse bicycle and Trevithick's steam locomotive helped to revolutionise the possibilities of urban transport. The tireless Cruikshank used the hobby horse to mock the obesity of Prussia and his roly-poly mistress Lady Hertford, while the 1808 model for Trevithick's invention looks deceptively toy-town. But their implications were boundless, and Benjamin Schick's intriguing 1820 design for a tunnel under the Thames anticipates our current attempts to burrow beneath the English Channel.

As the show progresses, it suffers from a strange unwillingness to give science enough prominence. The seminal experiments conducted by Faraday and Davy are crammed, along with much else, into a surprisingly small room. Maybe the organisers were afraid of boring the visitor with an overdose of diagrams, induction rings and little machines.

They certainly look subdued in relation to the splendid selection of watercolourists working in London. Coman's redoubtable *Durham Cathedral* appears to grow, rock-like, out of the crags below. As the Romantic impulse gathers force, this oasis is replaced by the visionary fervour of the little-known George Fennel Robson finding sublimity as well as menace in his brooding view of Loch

Coruisk on the Isle of Skye.

The same eye for the unfamiliar freshens the large room devoted to painting. As well as giving riotous pride of place to the bustling dynamism of Constable's *Leaping Horse* and Turner's exalted Claudian tribute to Richmond Hill, space is found for Eastlake's modest yet delightful view of a mellow Colosseum. John Martin's protean DeMille panorama of Joshua commanding the sun to stand still bursts with production values and special effects. Landseer, who veered between extremes of brutality and sentimentality, exploits the hound-harried death agonies of deer in his gruesome Chevy Chase hunting scene. And Ery was never more lubricious than in his pin-up Diploma painting of a sleeping nymph unveiled by randy satyrs. But I preferred the unexpected intensity of Hazlitt's commanding little self-portrait in a room given over to essayists and poets.

The *Times* appears, in John Doyle's lithograph, chained to the nose of John Bull as he blathers: "What a glorious thing it is to enjoy the liberty and independence of an Englishman." And the heyday of the street advertisement is unforgettablely depicted in John Orlando Parry's skillful watercolour. Working like a collage artist *avant la lettre*, he shows how a city wall propped up by a demolisher's joist becomes festooned with a cornucopia of posters and stickers. The typographical frenzy boasts attractions as pathetic as "The Destruction of Pompeii Every Evening", and asks: "Have You

Seen The Industrious Fleas?"

Behind all the levity, and the wretched penury defined with monumental compassion in Gercault's lithographs of beggars and vagrants, lies the gathering momentum of the Reform Bill. Haydon catches it subtly, showing two dandified, sherry-quaffing young men waiting in tense expectation for the report in *The Times*. But the sheer adrenalin of the event is conveyed most engagingly in an outsize handkerchief, where zealous reformers are depicted hacking down the tree of Rotten Boroughs with gleeful excitement.

Above all, though, the drama of change is captured by the finest painting in the show. Rounding the corner into a final room, we are delivered the pictorial equivalent of a knockout blow by Turner's bravura scene of Parliament burning down in October 1834. Consumed by an inferno hurling incandescent fragments high in the night sky, the Lords and Commons both expire. Crowds on the Embankment and a ghostly Westminster Bridge are caught between fire and moonlight, while a solitary gas-lamp flares in the foreground. Funeral barges suggest the sadness of the event. But Turner's imagination is aflame with the ending of an old order, and the ferocious heralding of a new world to come.

TOMORROW

Valerie Grove on private life and public strife

## Never judge a chap by his cover

### PRIVATE LIFE

John Diamond on commonsense advice for the lovelorn



to go with it. I passed the books across. "I think that probably covers all bases," I said sheepishly. "Yes," she said. "From the sublime to the ridiculous." "Actually," I said, "This is research." "Yes," she said. "Of course it is." And then she said the thing that every journalist with a picture byline longs to hear.

"You're John Diamond aren't you? The journalist."

I laughed, lightly. I would have preferred "John Diamond, the writer", but what the hell.

"Well yes, actually I am." Thank God! She knows that I'm not buying it for me! She knows that I am the well-balanced, healthy libidinal character I seem to be, and that I happen to write about sexual matters in one of the world's most respectable papers.

"So of course you'll understand," I said, "why I'm getting the book."

"Not really," she said. "Why?" It turned out that the only piece she'd seen of mine was about buying suits in Savile Row. I started to explain about this column, but the more I said the more likely it sounded that I was worried about the milkman, or wearing socks in bed.

And for all that there aren't even any tips I can pass on to you. But then, as I left the shop it occurred to me that there never really could be. According to the book's blurb this is just the latest in a series of numerous works on the subject by Dr Ruth and given the woman's speciality any book after the first would have been one book too many. When I discovered the facts of life I had as much trouble coping with the fact that they applied to my

parents as well as any child, but I have since accepted that people who are older than me or less than obviously sex-crazed do in fact have a sex life. I accept that for all her chubbiness and her diminutiveness and her throaty vowel sounds there is someone close to her who is delighted to have Dr Ruth turn academic theory into ecstatic practice.

But I can't in all honesty believe that Dr Ruth knows things now that she didn't know when she wrote *Dr Ruth's Guide to Good Sex* or *Dr Ruth's Guide for Married Lovers*. Given that I can't believe that her discovery that taking a bubble bath aids romance is a new one, I can only assume that she either held the information back from the earlier books or that it appears there in some subtly different form.

And if this information is so banal that it can be shovelled around from book to book in this way, it follows that if you sit and think about the subject for more than ten minutes you'll come to most of the same commonsense conclusions that Dr Ruth comes to, and that you won't need her book. I only wish I'd had that realisation before I picked the damned thing up and paraded myself as a trainee lecher in the bookshop.

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**SIX DEGREES OF SEPARATION:** London audiences get a chance to see one of New York's most recent successes: John Guare's kaleidoscopic portrait of New York in the 1950s. *Six Degrees of Separation* tells the story of a woman who escapes her way into a lavish Manhattan apartment by passing herself off as a young girl's mother. The play is directed by Phyllida Lloyd whose excellent production of *The Vintners* is running at the RSC's London Square Royal Court Theatre, St. James's Square, London SW1 (01-730 1745), previews, tonight-Sat, 8pm.

**224TH SUMMER EXHIBITION:** The Academy has been updating its image in recent years — it's not always widely known that there is a fair spread of abstraction among the easy post-impressionists. But the summer show still remains a major stamping ground for English eccentricity, and long may it continue to do so.

**Royal Academy of Arts, Piccadilly, London W1 (01-730 7438), daily, 10am-6pm, until Aug 16.**

**DINE STRAITS:** Expect reliable classics from the mega-band and some subversive disco from support group, *Was Not Was*. Plus an appearance by comedy trio *Live Love*.

**Arms Park, off Westgate Street, Cardiff (0222 390111), 8pm.**

**ALDERBURGH FESTIVAL OF MUSIC AND ARTS:** The year's festival opens with a performance by the great Russian pianist Sviatoslav Richter and continues until June 28. Attention will be focused on the new opera *May* of

## TODAY'S EVENTS

A daily guide to arts and entertainment compiled by Karl Knight

**Egypt** by John Taverner, the English composer most influenced by Orthodox Church hymns. *Stavros's The Road to Damascus* and Britten's version of John Gay's *Beggar's Opera* will also be heard in concert performances.

**Scottish Opera:** The company is in Inverness this week and Edinburgh from June 23. Tonight and Saturday brings Tom Cairns's new production of the 17th-century opera *Don Giovanni* with a cast headed by Steven Page. Tomorrow there is the revival of Gilbert and Sullivan's *The Pirates of Penzance*, directed by William Ondaatje. American soprano Patricia Baskerville sings the title role and Sally Burgess sings *Don Giovanni*.

**Edinburgh Court Theatre, Bishop's Road, Inverness (0453 221718), tonight-Sat, 7.15pm.**

**ARTS SHAW:** The American band leader and clarinetist of the Swing era conducts his first concert appearance in Britain. As well as some of Shaw's best-known orchestral and big band numbers, the programme features works by Prokofiev and Mozart. It is performed by clarinetist Bob Wilder and

his all-star band featuring Bruce Turner, Tommy White, Kenny Baker, Don Lusher, Oliver Jones, Barney Kerr, Dave Green and Bobby Orr, and the Wren Orchestra of London. *Festival Hall, South Bank, London SE1 (01-428 8800), 7.30pm.*

**BADinage:** The respected period-music group plays 18th-century wind chamber music by Telemann, Bach, Handel, Quantz and Corelli.

**Parnall Room, South Bank, London SE1 (01-528 8800), 8pm.**

**THE BOLT HOLE:** A highly physical, theatrical and visual performance is promised in Jaro Ambal Nino's play, an indictment of tyrannical Latin American dictators. Anna Farthing, last year's winner of the BAC Young Director's Award, directs, with a new translation by Hal Brown.

**BAC, Lavender Hill, London SW11 (01-223 2223), opens tonight, 7pm.**

**OPERA FACTORY:** David Freeman's production of *The Gondoliers* of Puccini completes his impressive cycle of Monteverdi operas. The cast includes Marie Angel as Poppea, Ian Kelly as Ottavio and Nigel Nelson as Nerone. Freeman's earlier *The Return of Ulysses* can be seen at the Coliseum.

**Coliseum, Elmfield Road, South Bank, London SE1 (01-428 8800), tonight, 8pm, 7pm.**

**LONDON OPERA FESTIVAL:** Canadian soprano Katherine Johnson performs *A Wolf in Sheep's Clothing*, excerpts from works spanning Wolf's career.

**The Place, Duke's Road, London WC1 (01-367 0011), 8pm.**

**W.C.2 (01-379 5399), Mon-Thu, 8pm, Fri, 6pm and 9pm, Sat, 4.30pm and 8.30pm, 10.30pm.**

**CLASH LIKE IT WENT:** What was it like to be a young man in a poor musical version of the film. *Prison* Edward, Old Compton Street, W1 (01-734 9551) *The 400 Blows*, 7.45pm, mats Thurs, Sat, 9pm, 10.15pm. Booking to August 29.

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## How a good boy was made local

### A Better Day Theatre Royal, Stratford East

THIS is the Theatre Royal's centenary salute to James Keir Hardie, a local hero of sorts. True, he came from Scotland; true, he lost his seat at South West Ham soon after winning it; true, he eventually became MP for Merthyr. But why spoil a celebration with petty quibbles? In summer 1892, Hardie was proclaimed the first Labour member of Parliament from the balcony of Stratford town hall, a few yards from the Royal itself.

On opening night that was enough to bring in local bigwigs in abundance, as well as Tony Benn and his wife Caroline, whose forthcoming biography of Hardie is acknowledged in the programme as a prime source of the play. I cannot say if they joined in the groanings that greeted mentions of the Tories or the singing of "Jerusalem" that ended Act 1; but they had every encouragement from the stage to do so.

If the show has an aim, it is surely to boost the morale of that endangered species, the British socialist.

To that end the author, Sheila Yeger, and her director, Annie Castledine, have tried to blend song and documentary, cartoon and music hall. There is even a master of ceremonies in Clive Mendus, oddly dressed in the off-green corduroy conventionally associated with teachers or social workers in and around Stratford East.

The incongruity fits the role. One moment he must earnestly defend Hardie against detractors ("you're totally trivialising the crucial part he played at an important moment in socialist history") and the next ebulliently introduce another burlesque episode from his life.

"Nae coal on the fire, nae fault in the pot, and it's all your fault," wails Hardie's Mum, clutching a baby. "I

FOR just two performances of Nikolaus Lehnhoff's gripping production of *Jenůfa* (the other is July 17) Susan Bickley has stepped into the vital role of the Kostelnicka. She is an experienced Kostelnicka from the Glyndebourne tour, and although she is replacing the formidable Anja Silja, she is no second-best.

*Jenůfa* is primarily an opera about power: its tendency to compromise independence and crush spirits, but also to generate fear in the holder of the power, in this case the Kostelnicka.

command, but I think none of her previous roles had prepared us for the full-blooded quality of her acting: as moving an account of the role as I have seen in a long time.

Enthusiastic reports on the company's senior ballerina, Marion Tait, suggest that BRB has no lack of Juliets. Romeo is another matter: Kevin O'Hare and Joseph Cipolla both act splendidly but lack something in the solos.

More notable on the male side has been the immensely powerful Tybalt of Evan Williams, a menacing adversary but with an unexpected and convincing hint of shame at the way he killed Mercutio; and unfortunately not at the same performance Michael O'Hare's sharp, unsentimental portrait of that other Romeo.

Apologies to readers puzzled by a reference in my article last Saturday to Nureyev's wanting his dancers at the Paris Opera to experience "old traditions"; what should have appeared is that he introduced them to "all traditions".

JOHN PERCIVAL



Show of comradeship: the company of *A Better Day* at the Theatre Royal, Stratford East

will work to put tannies in every man's pot and coals on every man's fire," repeats the boy in spoof melodramatic style.

The audience chuckled, as the author and director clearly wished. So it did, if more mildly, at parody Tory MPs, top-hatted Old Etonians who dance about telling blimpish jokes about socialists and suffragettes. Yet it was expected to react seriously to moments that seemed scarcely more authentic.

Hardie collapses in exhaustion after being publicly executed for his resistance to the first world war, whereupon our pops his devoted wife as from a cuckoo dock, dourly chirruping "come home, Jamie, and I'll give you a

sign of insecurity and leads to evil, Janáček says.

Bickley's powerful, darish sound has an idiomatic hard edge, and her performance carefully measures the transformation

from stern righteousness through covert fear and deception to possessed murderess. If she does not quite command the stage as the character commands her family and the villagers — with Roberta Alexander superb in the title role, that would be difficult — she is clearly the engine of this drama; an engine generously fuelled, moreover, by the leverish performance of the London Philharmonic Orchestra conducted by Yakov Kreizberg.

STEPHEN PETTITT

## THEATRE

## Opera

## A parable of power

Her fear of social ostracism and loss of dignity leads her to abandon compassion and fundamental morality and to murder her foster-daughter Jenůfa's own baby. The desire for power is a

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JOHN PERCIVAL

## Profile

## The Merry Wives of Windsor

## GMSD

more or less intact. Susan Felver's bright and agile soprano proved equal to the role of Alice, which is a deceptively "big sing", and I enjoyed the characterful, musky mezzo of Joanna Vincent-Campion as Meg. Liza Pulman's lyric soprano is slender as yet for Anne Page, but it is very sweet in timbre, and her decorations were as neat as her singing was musical.

The men have less to do — the opera is indeed well named. René Linnarbank has in embryo the fruity bass for Falstaff: it was said that the problem of what to do with a tall, thin singer in this role had not been addressed. Timothy Taylor's Ford had a high masonic profile, but it is better to risk inaudibility than to shout, which he did too often. Nathan Berg's rounder tone as Page was more to the point.

Talent aplenty here, but not, I fear, best served by those in charge, and anyone attending the final performance, tomorrow night, should keep their eyes tightly closed.

RODNEY MILNES

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## NEW RELEASES

**DOUBT (115):** Return of the bed British film: a small tale of dishonour among thieves. William Katt, Norman Wisdom (playing straight), director, Sam S. Groom. MGM Fulham Road (01-370 2636)

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Cinema: David Robinson reviews *Straight Talk* and *Johnny Suede*, and previews an NFT season by the other DeMille

## Fairy-tale with a ring of truth

Horses for courses, and *Straight Talk* (Odeon Kensington, West End, UCI Whiteleys and on release) is a track that demands a particular kind of speed, to judge from the odd results of racing James Woods and Dolly Parton in tandem. Since Craig Bolotin's script is partly lifted from *Mr Deeds Goes to Town*, this is presumably a perfectly conscious revival of the Frank Capra style of American fairy-tale.

Here, intact, is Capra's unashamed sentiment, unjustified optimism, and foolish faith in the good will and good sense of the little people of America — which is of course where Dolly Parton comes in. She plays Shirlee, a divorcee from Arkansas who arrives to seek her fortune in Chicago.

Adrift in a studio, she is mistaken for the new radio psychologist. Needless to say, her homespun wisdom, bawdy wit and the aphorisms bequeathed by her of daddy make her the toast of Chicago — until the inevitable clash between her country ethics and the cynicism of the media business.

James Woods is the Mr Deeds element of the story: a newsman who sets out to do an exposé interview, but instead falls in love. Intelligent and critical as actor he is, Woods is clearly uneasy with this mechanically contrived vehicle.

Dolly Parton on the other hand gets away with it triumphantly, persuading her audience to absolute belief in the story, the sentiment and herself. The role is clearly her own life: the poor Tennessee farm girl who never let the big time make her desert her roots. In real life she is a mistress of the aphorism (on herself: "You have no idea how much it costs to look this cheap.") When she tells a sanctimoniously suffering caller, "Come down off the cross, honey. Someone else needs the wood," she speaks with her own voice.

Sometimes it is hard to disentangle the artist from the media flurry around her illnesses, operations and fascinating physique. Yet as an actress, Dolly Parton's magnetism and impregnable sincerity more than compensate for limited technical range. However fixed the smile, her eyes under their heavy lids reflect the constant shifts of genuine feeling.

She has the gift of making her audience feel and believe with her — even in such a questionable piece as this. The same belief imbues her singing: and those scenes which are

underlaid and commented with original Parton songs have a different quality from those where Brad Pitt's gummy musical score compounds the excesses of sentiment.

The film was directed, with a theatre man's appreciation of character players like Griffin Dunne and Philip Bosco, by Barnett Kellman.

*Johnny Suede* (Lumière, Chelsea Cinema, Camden Plaza, MGM Oxford Street, Gate Notting Hill) is another contemporary American fairy-tale. Johnny is a dreamy youth living alone in an urban slum. When a pair of suede shoes fall from nowhere and hit him on the head he seizes upon them as a talisman and portent.

**'Dolly Parton's impregnable sincerity more than compensates for her limited technical range'**

Adopting the name of Johnny Suede, and a pompadour hair-do, he determines to be a pop star in the mould of the Fifties singer Ricky Nelson. Johnny sweetly disregards the drawback that he is no singer, and that his backing group, the Persuaders (sic), are equally tone-deaf.

But then, Johnny has little contact with reality of any sort. His persistent daydreams keep him from even noticing the privation of the slum room he shares with his pet lizard, or the crumbling desolation of the streets around. (The film was shot in New York, but could be the no-man's-land of any modern metropolis.) The rest of the film traces Johnny's journey of discovery that life, love and women are not quite like Ricky Nelson ballads.

As conceived by writer-director Tom DiCillo (who first performed *Johnny Suede* as a one-man stage show) and played by Brad Pitt, Johnny is a comic, vulnerable, very contemporary character. He is the archetypal loner in bedlam.

The devastating innocence and virginity beneath his streetwise swagger are symbolised by the holed

and drooping underclothes exposed when he takes off his flash street gear. Pitt, a striking young actor who played the hitch-hiker seducer in *Thelma and Louise*, effectively catches Johnny's absurdity, dumb cunning and unselfconscious sensuality.

DiCillo previously worked as cameraman for Jim Jarmusch on *Permanent Vacation* and *Stranger Than Paradise*. This directorial debut reveals something of the Jarmusch influence in the indulgent dawdle of the narrative, the oddball characters, the occasional Buñuel-esque surrealism of Johnny's daydreams, the affectionate mockery with which DiCillo views his creatures, and the overall, irresistible amiability.

A very different America, of 70 years ago, is recaptured in the films of William C. DeMille, which can be seen this month at the National Film Theatre. William was the father of the dancer-choreographer Agnes deMille. His younger brother, Cecil B. DeMille (who always capitalised his "De") remains a Hollywood legend for his biblical epics, with their potent mixture of sex, blood and religion. William's quieter, more sophisticated films have been forgotten and physically destroyed: barely one fifth of his total output of 50 pictures survive.

The sons of a distinguished playwright, the brothers had already made careers as actors and authors in the turn-of-the-century New York theatre before they moved to California and the movies. In the theatre William had insisted that plays should be accessible, universal in emotional appeal, and visual. Adapting these principles to the silent screen, he determined "to work entirely for the eye, disregard the ear". The cinema must learn from the theatre, he wrote, "integral dramatic construction, psychology, sense of character — in short, verisimilitude".

In his concern for truthful acting, deMille used methods that were even then unconventional. To aid his players he shot his films in strict continuity, rather than the conventional jag-saw method; and used several cameras, shooting close-ups and long shots together.

His films exemplify the silent cinema's ability to express sentiment and mood. Those concerned with marital relations have at times an erotic sophistication remarkable for the period in which they were made. *Conrad in Search of his Youth* (June 15) mingles comedy and sentiment, sometimes awkwardly, in a perceptive story of an English officer returning home from service in India and trying vainly to recapture the sentiments of his youth. Demonstrating deMille's versatili-



Telling it like it is: Dolly Parton takes to the radio airwaves in *Straight Talk*

ty. *The Bedroom Window* (June 17) is a brisk mystery story, anticipating Miss Marple with its feisty lady crime novelist who fearlessly unmasks the murderer.

Unlike most directors of silent films, deMille welcomed talking pictures. Unfortunately the courtesy was not reciprocated. Two of his best

sound films — *Passion Flower* (June 22) and *His Double Life* (June 24), a comedy skilfully played by Lillian Gish and Roland Young — can be seen in the NFT season. After a few more essays, however, deMille retired from the studios to end his days lecturing on drama at the University of Southern California.

THE failure of Los Lobos to capitalise on the success of their hit "La Bamba", a UK No 1 in 1987, was largely self-inflicted. The group sound like heavy, roots-rock guitar heroes one minute and the house band at a Mexican brasserie the next.

On Kiko (Slash 828 298-2) the combo from East Los Angeles at last manage to reconcile the two sides of their split personality to produce a musical hybrid of surpassing mystery and grace. There is constant variety — from the stinky, rockabilly shuffle of "That Train Don't Stop Here" to the brass-band-from-hell finale of "Rio De Tenampa" — but a coherent mood is maintained throughout. Foremost among a wealth of exotic treats are "Kiko and the Lavender Moon" with its sinuous accordion and horns motif

and the gorgeous lift of "Saint Behind The Glass".

The late Alex Harvey was a true original. On a good night he and his Sensational Band purveyed an eccentric brand of rock theatre that was beyond compare. But it was always difficult to capture the essence of his vaudevilian appeal on record, which is why the band's achievements have gradually slipped from prominence in the history books.

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DAVID SINCLAIR

## Profile up and age down

David Barrie, the new head of the National Art Collections Fund, puts Simon Tait in the picture

At the age of 38 David Barrie has become director of one of our more venerable institutions, the 89-year-old National Art Collections Fund. He is the great-great-nephew of J.M. Barrie, and it is indeed tempting to see him as a Peter Pan of the art world, zooming about with boyish energy.

But he certainly has an adult job to do. On behalf of British public institutions the NACF buys art that is often already sold at auction, but for which the export licence has been delayed because of its importance to the heritage. It has made many notable interventions: a Vuillard, Tintoretto and a Poussin are among recent acquisitions. Holbein's *Lady with a Squirrel* was acquired for the National Gallery with the help of £250,000 from the fund and earlier this year the National Portrait Gallery mounted a show of 65 portraits purchased for British galleries with NACF help.

The NACF has encouraged corporate businesses to become art philanthropists and then to cooperate with public galleries in showing their purchases. It has, of course, also had its disappointments: most recently the Badminton Cabinet went into foreign ownership despite the NACF's strenuous efforts.

Barrie became director of it last week on the retirement of Sir Peter Wakefield, the fund's first ever full-time director. When Wakefield, a former



David Barrie with Holbein's *A Lady with a Squirrel and Starling*

British ambassador in Brussels, took over in 1982 he found a more or less moribund organisation with about 10,000 stalwart members across the country. The membership has more than trebled since then — and, thanks to bequests, a £17 million endowment fund has been created.

Barrie has also tasted the diplomatic life, though he had already left the Foreign Office on secondment to the Cabinet Office when he was seconded again to become executive director of last year's vast Japan Festival in Britain — the biggest ever celebration of Japanese culture in the west. The four-month series of events attracted millions of visitors; not only did Barrie and his staff raise the £20 million budget, they also made a small profit, which will go to a Japan Festival educational endowment fund for British schools.

The NACF has 22 staff and they are perhaps nervous about Barrie's intentions. "We're expecting what you might call a bit of a rehang," said one member, a phrase which delights Barrie: "If that's so I'd better make sure I hang them in a good light," he says.

Any such rehang will be in a new environment. The rooms at the back of the Tate Gallery which the fund has occupied since 1983 are too cramped, and in any case the Tate would like the space for galleries. Barrie wants the fund in a new home — preferably close to the heart of the art market in St James's — within a year.

He also wants to lift membership to 100,000 by appealing to younger art lovers. "We have to raise the profile," he says. "The constituency of people not in the arts who

would support the NACF if they only knew about it is really quite large." All that will need marketing and a presence in schools, perhaps through competitions.

What it all adds up to is expansion. Barrie's crash-course in gigantism with the Japan Festival should surely come in handy. "I made some useful friends there whom I shan't hesitate to call on," he says. Barrie himself became a member five years ago "because it seemed to be doing something which mattered to me about our art heritage".

As a yachtsman he has sailed the Atlantic and the South China Sea, but his great enthusiasm is for John Ruskin and in 1987 he published his abridged edition of Ruskin's *Modern Painters*. He believes Ruskin has a message for us about the nature of art. His own new task he sees as spreading that message.

## TELEVISION REVIEW

### Pseudos' corner

I rather miss the Cold War. You know where you were with it, for one thing, and for another it had its literary and dramatic benefits. You could go about using terms plucked from John Le Carré and in the early days of his prominence you could wag a finger at that white house in the remote Cornish village of Sennen Cove and say: "That's where David Cornwell lives."

Who? someone would obligingly ask. "David Cornwell, you know, that's John Le Carré's real name." So Le Carré is, with pleasing irony, an illegal of sorts. Sails under a flag of convenience. As did most of the characters in Tom Bower's *Inside Story* documentary on BBC 1 last night. Bower is best and most recently known as the pursuer of Robert Maxwell, a liar and a cheat who changed his name from the Czech in order to be accepted in western society. So this was familiar Bower territory, being about people who lied and cheated and changed their names in order to be accepted in the west.

The KGB has always favoured the use of illegals, the name given to spies who take on a foreign identity so completely that they believe in it themselves. Gordon Lonsdale, the Russian who made himself British on behalf of the KGB's Directorate S, is probably the best known here, but there have been thousands of others.

Bower interviewed several, some of them couples. At one stage I was reaching for the aspirin: here was a Russian who went to Germany and became a German, subsequently took a trip to Vienna where he "accidentally" met a woman outside the opera

house. They fell in love and went to India, or was it Italy? No, he went to India to establish a "legend" (as both the KGB and Le Carré call it) and then they went to Rome, from where they flew to Brazil and became Brazilians and got married, except that they had already married years before in Moscow; and eventually to the United States, which was the destination, of course, all along. If only George Smiley could have sat through this with me, he would have understood.

What good did all this do the Russians? Richard Helms, a former CIA director, said he didn't know what good it did them either. "If you can find out I'd be interested to hear." But then he would say that, wouldn't he? A former KGB man said he thought Russia would use illegals more and more now that the old, Cold War certainties had disappeared. But then he would say that, wouldn't he?

I daresay there is great excitement in being an illegal, in convincing everyone, sometimes including oneself, that one is somebody else. Must be like being Robert De Niro. Except that the rewards are scant.

Deception is an odd and risky trade. One Russian spent years in China posing as a Finn although, astonishingly, he did not speak Finnish. I suppose if he had encountered another Finn he would have been, er, finished. Perhaps the KGB calculated that a Finn wanting to be on both sides at once hardly needs to leave home, unless he is a Russian. If you see what I mean.

PETER BARNARD

## ROCK RECORDS

### Long service awards

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DAVID SINCLAIR

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Peter Ackroyd on the improbable marriage of Vita Sackville-West and Harold Nicolson, both unfaithful yet devoted to one other

# Attraction of opposites at Sissinghurst

It is hard not to begin this book with a feeling of detachment from such people and such a life. By the end, it is impossible not to respond to them with sympathy and even affection. How is this to be explained, except by the power of love?

The marriage of Harold Nicolson and Vita Sackville-West has, over the years, become as much a notable and visible property as Sissinghurst itself. There is a grand irony here, for they were essentially private people whose true feelings were reserved for one another. They met in 1910, in a world of balls and parties; she lived at Knole and in Mayfair, while he became a junior diplomat in Constantinople. It is easy to see them as the spoiled children of a spoiled age, no more than representative of their class in an England long since gone. But that would be to miss the infectious of genuine feeling which from the beginning make this correspondence (most of it unpublished) so interesting.

"There is no fun equal to being quite at the beginning of things," she wrote in 1912. A year later, they were married in the chapel at Knole. From the start their union was something of an oddity. There was very little sensuality in their fervour and, at first glance, the marriage seems all shop-window and no shop. They really wanted to be "wonderfully good friends" but in her long confessional list of such vices as untidiness and unpunctuality, Vita Sackville-West never mentioned homosexuality. Certain broad hints were given on occasions, however: "Violet (Keppel) and I acted afterwards, and ended up in each other's arms."

Which brings us inevitably to the notorious affair with La Trefus, although it is by no means the most interesting portion of this correspondence. Nigel Nicolson believes that his father lacked

**VITA AND HAROLD**  
The Letters of Vita Sackville-West and Harold Nicolson, 1910-1962  
Edited by Nigel Nicolson  
Weidenfeld and Nicolson, £20.00

"mettle," and indeed at most points in that torrid liaison Harold Nicolson seems to confine himself to a kind of submerged gurgling: "Darling, she is evil and I am not evil." Yet years and even centuries of English restraint were finally overcome, and he acted to sever the relationship. What becomes apparent, in the process, is his extraordinary love for her: "I realise it is all as if you had been run over by a bus and broken your leg, and however bloody, it is not your fault." Given the capricious nature of Vita Sackville-West at this point in her life, such a response is a model of understatement and sympathy.

Indeed, Harold Nicolson emerges as the real star of the marriage, at least in a literary sense. Vita Sackville-West, on the evidence of these letters, was a much less flexible writer and is always better at describing events or persons than in evoking her emotions. Perhaps she did not want to get too close to them or understand them, but the price of that evasion was an insidious theatricality. Yet one of the interests of this volume lies precisely in the manner in which her love for him deepened so that, after 16 years of a marriage which lasted for almost 50, she explained that "I could not live if I lost you."

In this period she wrote to him from Long Barn while he replied from Lausanne or Tehran or Berlin; in turn this means that there is a continuing double focus in this correspondence, moving between their private lives and Harold Nicolson's association with

the public events of the time. He was a diplomat and later a politician, and although he cannot be considered a notable success in either role, on all occasions he gives what might be considered the inside view of such events as the Abdication and the early stages of the second world war. It might have been interesting to trace the extent to which his liberal attitudes in private life affected his response to public events (although perhaps the connection was the other way around), but there is not really enough evidence here to come to a definitive judgment.

The correspondence does convey, however, what seems to have been the distinctive flavour of these years (particularly those between the wars), when the lethargy of an imperial *fin-de-siècle* seems to have seized many of the great figures of the time. It was an age when the imperatives of private freedom had displaced the stricter duties of an earlier period, and when a certain type of nice but rather ineffectual Englishness began its rise to prominence. All public values seemed to be formed only in reaction to the past, and as a result it is difficult not to sense in Nicolson, as in so many of his contemporaries, a certain lack of internal strength. Of course it did not feel like that at the time and, like most people in love, Harold Nicolson and Vita Sackville-West overestimated each other's talents. As far as he was concerned, she was the most extraordinary poet of her generation, whereas for her he "reflected the truly Greek and also the Christian spirit."

But *Vita and Harold* is interesting for much more than its account of these two lovers: included here are certain portraits of contemporaries which are worth preserving for their own sake. There is James Joyce, leaving Harold Nicolson with "an impression of such brittle



Vita (on Virginia Woolf: "I did sleep with her...") Harold: "It is like smoking over a petrol tank"

and vulnerable strangeness", and Einstein looking "like a child who for fun has put on a mask painted like Einstein". Then there is Virginia Woolf remarking to Vita Sackville-West, "You have written enough, let us now talk about

cupulation" — and what an extraordinary portrait she gives of that strange, mad woman, "shivering with excitement" as she walks among a London crowd.

Yet in the end the principal impression of this volume remains

that of the love between the two of them. It is hard not to be moved by the happiness they managed to impart to each other: it is almost as if happiness itself had been entrusted to them for a time, so that one can only sit back and marvel.

## Virginia's Ophelia complex

Such has been the amount published about Bloomsbury over the past 25 years that, even as one speaks, arthritic limbs are doubtless poised to leap from stepadders to attic in a quest for old papers. Some might say that the resulting volumes prove of most interest to remainder-merchants, and even the less cynical know that nothing left — except for Lytton Strachey's letters — can come close to Virginia Woolf's diaries.

Much the most substantial collection in recent years was her husband's *Letters*. Less so is this new collection of essays. Some pieces, such as those by Lyndall Gordon and Jane Emery, have a microwaved taste, while others find Lord Annan and John Russell in after-dinner mode; but there are others that shed amused light on triumphs and follies.

Three come from Quentin Bell. One regrets that he has not written an autobiography, for he relishes irony, a quality which stood him in good stead with his aunt, Virginia Woolf, if not with those later-day feminists who have nailed her to their banner.

He has great sport with that

### A CEZANNE IN THE HEDGE

Edited by Hugh Lee  
Collins and Brown, £16.99

terrifyingly self-absorbed composer, Dame Ethel Smyth. "Leonard persuaded me to accompany them home in a taxi, and it was in the taxi that Leonard, trusting to poor Ethel's deafness, said to me: 'Can't you shut her up, Quentin?' Unfortunately he had not realized that the interior of a taxi may serve as a kind of sounding box in which even the deaf may hear." Agitated, Dame Ethel then bared Leonard by abusing Socialism. "Bernard Shaw had recently published a book called *The Intelligent Woman's Guide to Socialism*, and this excited her scorn and anger... She went on and on with really dreadful persistence: until at last Leonard could no longer resist the obvious retort 'Perhaps it was not addressed to you, Ethel.'"

Among the other redoubtable women who fill the pages is the doctor Octavia Wilberforce, friend of actress Elizabeth Robins, both recalled by Leon Edel, who conveys the tactics to which a biographer has recourse. He spent part of a Fifties summer at the Sussex rest-home which she ran with bruising efficiency. Still wonder that he speculates whether a different doctor would have saved Virginia Woolf from the Ouse. That is as may be, as is the aquatic imagery in her work to which must now be added an early piece, here first published: closely observed and fantastic. "A Terrible Tragedy in a Duckpond" gives a first-person account of near-drowning.

This almost befell somebody else. Nigel Nicolson recalls "sag hounds streaming across our fields. The stag leapt into the lake pursued by the hounds, swimming and by the huntsman, who had taken our rowing boat which was tethered to the bank, and Vita, seeing this, seized her rifle, strode down to the lake and fired not at the stag, not at the hounds, but at the huntsman. Then she shouldered her still-smoking rifle, while my father looked on amazed."

For all its talk of French art, Bloomsbury was never far from Ealing in spirit.

CHRISTOPHER HAWTREE

## To the Kabul station

Alan Chalfont

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By Mohammed Yousaf and Mark Adkin  
Leo Cooper, £18.50

When the Soviet army invaded Afghanistan in December 1979, the strategic implications were obvious. At that time, when Gorbachev had not yet begun to erase "the Soviet threat" from the calculus of world power, any extension of Soviet military power rang alarm bells all over the world — in Western Europe, in America and in China. The appearance of 100,000 Russian troops in Afghanistan had an especially urgent significance for Pakistan, where they were perceived as a threat not only to Islam, but to the country's territorial integrity.

It was not surprising therefore that Pakistan should become closely involved in the operations of the Afghan Mujahidin against the occupying Army. President Zia of Pakistan was a professional soldier who once declared that "the Armed Forces are my constituency". It was not difficult for his military advisers to convince him that Pakistan's forward defence against Soviet aggression involved supporting the Mujahidin with arms, ammunition, intelligence and training; and also providing a base and safe haven for them in the North West Frontier Province and Baluchistan.

Nor was it surprising that assistance and support should be readily available from the United States, China and Britain, all reacting with varying degrees of commitment to Soviet aggression, and from countries like Egypt, Saudi Arabia and Turkey, alarmed at the spectacle of an Islamic people being engulfed by the arms of a communist superpower. The Soviet army found itself confronted by forces far more effective than the few thousand guerrillas armed with obsolete rifles and primitive bombs, which they might have been led to expect from their intelligence estimates.

Behind the Mujahidin, who were brave and resourceful, but disorganised and debilitated by personal and tribal rivalries, the Pakistan Intelligence organisation — the ISI — was at the centre of a co-ordinated operation which provided bases, intelligence and training and which controlled the flow of thousands of tons of arms into Afghanistan. The ISI worked in close association with the American CIA, which provided money and



An Afghan Mujahid at prayer. Photograph by Judah Passow

carefully "sanitised" satellite intelligence. Many of the weapons came from the West (the "Singer", an infra-red heat-seeking anti-aircraft missile, was the most familiar example) but the favourite suppliers were the Chinese, who earned a high reputation for delivering modern and reliable equipment.

From 1983-1987 this remarkable operation was under the control of Brigadier Mohammed Yousaf, the head of the Afghan Bureau of the ISI. He has now written, in collaboration with Mark Adkin, a former British infantry officer, an account of his years as the Mujahidin's commander-in-chief. The muscular prose style, clear and lucid, but with some of the didacticism of a staff college essay, can possibly be credited to Major Adkin, but the story is Yousaf's.

The book opens with a description of the air crash in 1988 that killed President Zia, his senior military adviser and the American ambassador, the real cause of which, in Yousaf's view, will never be known because the Americans and the Pakistanis conspired to prevent a full investigation.

Brigadier Yousaf describes with unconvincing amusement the bizarre appearances in Pakistan of the mysterious "Mr Black" — actually William Casey, the director of the CIA. Unforgettable is a

Wilson, mounted on a white pony and dressed in Mujahidin clothing, with a bandolier of ammunition across his chest.

On the more sombre side there are ambushes, assassinations, raids, rocket attacks and all the savagery of guerrilla warfare which does much to encourage the sometimes over-simple equation that one man's terrorist is another man's freedom fighter. There is also an extraordinary account of an abortive plan to blow up the Salang Tunnel, the highest tunnel in the world, by means of antics which even James Bond would have rejected as impracticable.

There are some maps, also of the staff college variety, relying on a good deal on arrows. One photograph shows the author with Gul Badin Hekmatyar, prophetically described as "the best known and most controversial fundamentalist leader".

Yousaf is somewhat severe on the Americans and their motives. To characterise their involvement in Afghanistan as an attempt to exorcise the evil spirits of Vietnam is surely an injustice. But he has written a valuable account of a crucial episode in the decline and fall of the Soviet empire.

Lord Chalfont, sometime Labour foreign office minister and former Times defence correspondent, now sits on the

## Post-imperial longings

Sean French

**SPIRIT WEDDINGS**  
By Gillian Tindall  
Hutchinson, £13.99

Only in retrospect is the reader likely to realise that Gillian Tindall's sober narrative actually disguises a wild, almost gothic melodrama. The story is told by a staid, middle-aged doctor, Stephen Mason, and Tindall is almost too successful in reproducing the clichés, circumlocutions, cluttered syntax, complacent moralising of a man who has never concerned himself with literature. Pausing at one point, Mason reflects tortuously on events: "There seemed to be too many intense, conflicting preoccupations, private worlds all crowding clandestinely that summer over the same narrow space of days..."

I had to read that sentence more than once to make sense of it. This brief novel contains a fatal car crash, two attempted murders, a vanished baby, a man's expedition in search of his *Doppelgänger*, civil war and illicit sex. Most of it takes place in an invented far eastern country, loosely based, I suspect, on a combination of rural Burma and urban Singapore.

*Spirit Weddings* is an adventure story — the tale of the quest of Dr Mason's son Christopher for his apparent twin, spotted in a newspaper photograph — that might

almost have appealed to Rider Haggard. But it has been filtered, first through the resolutely un literary Dr Mason, and then the insidiously literary sensibility of Tindall herself. To quote the response to the country of an ancestor as "Oh the horror of it" is to invite consideration of Conrad. Tindall's story of a snatched baby gives a redemptive twist to Forster's *Where Angels Fear to Tread*.

Most fruitfully, though, this story of a family still caught up in the drama of empire draws on our greatest explorer of the subject, Rudyard Kipling. The germ of this novel lies in Kipling's story, *Mr Bathurst*, in which a woman crosses the world in search of a face glimpsed in a newspaper. The westerners searching for lost family members in Tindall's "Great Land" recall the bereaved relatives of the fallen of the Great War in Kipling's famous story, *The Story*. Always behind events is the great

novel of a white boy growing up among natives, *Kim*.

This is not literary anti-quarianism. Tindall's genteel middle class English characters discover that they are still haunted by family ghosts; the world of Barbara Pym is suddenly crossed with a more violent, exotic literary setting. The invented country seems irritating at first, but it was necessary because an authentic location would have dwarfed the psychological problems of one English family. The author skilfully convinces us of the locale's reality, but it remains impossible enough to remind us that this is abroad as a state of mind. The subject of this book is not the empire but family ties: that which connects people across time and space.

Some of my initial frustration remains. Though there is no doubt that Gillian Tindall places us in Stephen Mason's mind, I occasionally wished I were somewhere else. Yet this is a satisfying novel, not least because in its cleverly wrought conclusion it remains true to itself as an adventure story, as well as a novel of feeling and ideas.

The author's book *Fatherhood* will be published by Virago in October.

## Last of the lightfoot lads

John Bayley's study of Housman's poems is a brilliant and rambling book — and I do not intend the second adjective to imply even a partial reservation of the first. It describes rather a method of enquiry and celebration, reminiscent of Donne's description of the way to reach Truth (but without his self-conscious effortlessness): "On a huge hill / Cragged and steep, Truth stands, and hee that will / Reach her, about must, and about must goe..."

Professor Bayley's exhilarating stroll, circling about and about groups of loosely-clustered poems, will doubtless merely irritate those who prefer their literature and life to be driven in straight lines. It will also disappoint those who make a virtue of obscurity, and assault the hill of truth with the crampions of jargon. Bayley's path through the Shropshire hills is strenuous, but not unnecessarily so; he walks it for pleasure and the reader who joins him will discover the delights of the scenic route. Each new turn brings unexpected angles on humanity — a glimpse of some hidden valley in the human heart, an expanding vista of thought.

Bayley produces literary criticism of the "close-reading" school at its purest and most old-fashioned. He remains aloof from all attempts to make criticism a "science", and appears scarcely affected by structuralism and all its swarming, parent-devouring offspring. Nor does he attempt to place Housman in the context of his age, or systematically to interpret the poetry in the light of Housman's life.

we have is poetry read in a vacuum. Bayley's comments upon Housman's dash with "the new *bien pensants* of Cambridge, the new critical arbiters" can equally apply to himself. When I.A. Richards headed the attempt to make criticism a new science, Housman retorted as unscientifically as possible that the effect of good poetry was to send a shiver down the spine.

Bayley comments: "But the point about the shiver down the spine was that it happened to Housman himself, who described the way it happened: and Housman was a man who had been soaked in poetry and the classics all his life. [It]... was in fact a highly specialized reaction to a set of exceedingly complex stimuli, the unconscious product of voracious reading, feeling and thinking." We must count ourselves lucky to have a critic equally well-qualified.

His choice of poet is unfashionable, too. A certain sort of self-referential poetic self-consciousness is now at a premium. Academic readers enjoy the spectacle of "self-

Caroline Moore

**HOUSMAN'S POEMS**  
By John Bayley  
Clarendon Press, £25



Enoch Powell's tutor

ness of themselves in the act of writing poetry includes a generous admixture of self-doubt and self-deprecating hesitancy — all those fine waivers of scruple and reservation which allow us to share (or in Bayley's term "collude") with the intimate drama of a mind in the act of creation. Bayley questions the belief that the chief "earnest of a poet's power" is his "power to adjust and display his own awareness of the doubtfulness of what he is doing".

Much of the book is based on a distinction between the poets of "self-creation" and "self-recognition", which "excludes any suggestion of the dramatic" and profits "emotion without attitude". Such poetry works like a dream. Dreams, as Bayley suggests, are not vitiated by a sense of their own escapism or inauthenticity: they do not offer commentaries upon themselves; they do not invite sharing. What they give is a "felt change of consciousness" which short-circuits the reader to "their author's unprotected being".

Perhaps it is easier to say what

they are, Bayley's oblique method serves him well here: he approaches Housman by contrasting him with Yeats or Geoffrey Hill, or through his affinities with Larkin. When he analyses the dreams themselves, his criteria may seem rather similar to those of the connoisseurs of self-consciousness. Within the "emotion without attitude" he finds "hidden attitudes", as any self-respecting academic must. He praises the poetry of unpredictability, of opposites and reversals; he enjoys a good paradox as much as the next don. But with Bayley there is always the possibility that one's imagination might be expanded.

This, in the end, is what we turn to critics like Bayley for. Many of the phrases that Bayley uses to praise Housman's poetry could be turned on him: "fantastically yet fastidiously emphatic language", an "element of dead pan oddity"; the ability to evade a conventional response; "in complicated and unexpected ways". These fine qualities are susceptible to abuse: word-mongering, or the super-subtleties of the merely clever.

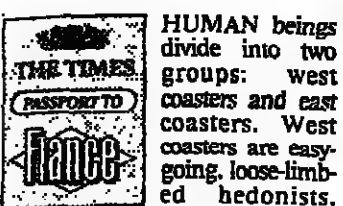
But Bayley, like the poets he admires, is never merely self-regarding. His real subject is the range and complexity of human experience. I can think of no critic better able to plumb the peculiar, emotional and poetic compensations of Housman's homosexual love — sealed off in hopelessness and privacy, but thereby constantly available for poetry, and for a sort of enjoyment. Next term John Bayley will surrender his chair at Oxford to Terry Eagleton. I fear we

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# Le swell est arrivé

Andy Martin takes  
to his surfboard, in  
that west coast  
frame of mind



**HUMAN** beings divide into two groups: west coasters and east coasters. West coasters are easy-going, loose-limbed hedonists, while east coasters are serious, sombre-suited workaholics. Fortunately, landlocked dionysians who inhabit a west coast of the mind do not have to go all the way to California to turn fantasy into reality. France has the best west coast in Europe and some of the greatest surfing beaches in the world.

The summer I got married it was a kind of bigamy as I was still married to my board, so the three of us compromised by going on a surfing honeymoon, hugging the Atlantic coast of France. According to my beachbum's *Guide Michelin*, a map of "208 spots pour surfer" drawn from the pages of a French surfing magazine (with "Supersports" awarded the accolade of three stars), there would be deep ocean swells tumbling up against the continental shelf and generating gnarly breaks all the way from Biarritz to Biarritz.

That was the theory. In practice I discovered there is a clear distinction between the north-west and the south-west sides of the "hexagon" — one that may go a long way towards explaining why Albert Camus contrasted angst-ridden, suicidal Nordic types with the sunnier sensualists of the south.

In vain I scoured Normandy for the Holy Grail of the perfect waves. I could not even find imperfect ones in Siouville and Le Rozel, where desperate locals were reduced to le skin or skimboarding (frocking on the water's edge with sawn-off surfboards). A sprinkling of palm trees seemed a good omen, though. After the gentle undulations of Normandy (on both sides of the shoreline), Brittany provided further promising portents in the shape of craggy headlands, plunging chasms, and a throng of three-fin thrusters strapped to 2CVs.

The most westerly of all beaches in France is the ominously named *Bale des Trépassés* (Bay of the Deceased) on the Pointe du Raz not far from Quimper. Supposedly inhabited by the spirits of the drowned, this is the site of the legendary city of Is, once capital of "Cornouailles" and Brittany's Sodom, sunk in the 5th century beneath a punitive tidal wave.

The princess whose revels attracted this calamity was turned into a mermaid, reputed to have sea-goers to their doom. On the August day I was there I found only a green, salted bay with small but well-formed rights and lefts, dismissed by hardened lifeguards as merely *sympa* (that is, unlikely to deter even the most timid tyro).

In contrast, the rugged Côte Sauvage of the Quiberon peninsula amply lived up to its name. Bleak and comfortless, hammered by storm-driven, life-threatening breakers, it is definitely for the hard-core lunatic fringe only. The beach is punctuated with skull and crossbones signs that warn of *danger mortel* and attract surfers in droves. The mysterious megaliths of Carnac down the road look like tombstones for prehistoric wanderers crazy enough to shoot the bone-crunching cud that crashes over shallow reefs.

Further south, La Sauzade boasts a three-star, left-handed point break, a solid 4ft or 5ft on the day I was there. The locals hogging the



Hawaii? No this is Biarritz: France has the best west coast in the whole of Europe and the best surfing beaches in the world

narrow peak are not invariably respectful of the away team: one, following my less than immaculate take-off, asked: "It is a long time you are doing the surf?"

Past La Rochelle, the exhilarating transition from north to south: grey roofs become red, walls white, the surf bigger and the water warmer. Lacanau, west of Bordeaux, is a quiet little town that for a week in August goes berserk during the Quiksilver Lacanau Pro, a grand prix event on the professional surfers' world tour. Blond stereotypes from every corner of the globe flock in. With marquee mushrooming, flags fluttering from a hundred flagpoles and surfers brandishing boards like lances, it had the flavour of a medieval jousting tournament. The menus of beachfront restaurants offer such rarities as *salade dans le tube* and *glace wipeout*, referring to the peaks and troughs of the surfing experience.

The high point of the contest came when I nearly won the women's event. I paddled out well up the beach from the competition zone. Having been worked over by one or two foaming six-footers, I distantly heard a PA announcement: "Will the surfer in the blue wetsuit on the white board get out of the water because he is interfering with the competitors." I saw four strapping women surfers steaming towards me. I was the surfer in the blue wetsuit. That white board was mine. A furtive rip current had swept me into the collective gaze of a hundred thousand spectators. A score of yard-long telephoto lenses swivelled to track my every move.

Resisting the temptation to pull off some eye-catching radical manoeuvres and get myself a centrefold in *Surfing Magazine*, I followed instructions and cruised in on my belly only to be turned upside down by a punchy six-inch 2ft from the beach. I got the biggest round of applause of the day. A kid

with glasses asked me for my autograph. We left town in a hurry with a Hawaiian photographer on board. I had to give him a lift in exchange for the incriminating pictures he had taken. Having put their heads into the mouths of the man-eating monster waves of Waimea Bay, Hawaiians have an air of transcendent wisdom. I worried about getting my board stolen. It was a beaten-up sort of board, a barge with a fin on it — but it was mine. "Don't worry," drawled the Hawaiian, "nobody's going to steal that board." A few days later it disappeared in Hossegor, rechristened "Ozziegore" by a team of expatriate Australian board-shapers. Fortunately, this is one of the many spots in the region where you can hire boards for about FF100 a day, and join a school if your technique is in need of fine-tuning.

On Hossegor's Seignosse Beach (three stars) the Rip Curl Pro was on, but there were even better waves to be had down the road at Capbreton (no stars), where I ran into Martin Potter, known as "Poter" to the cognoscenti. Britain's own numero uno, pulling off the manoeuvre he has made his own, the "aerial floater". The Grande Plage at Biarritz, the cradle of surfing in Europe, provided a natural amphitheatre for the Arena Surfmasters, the last of the three events in France's answer to Hawaii's Triple Crown contest. Napoleon III's wife, Eugénie, built an egotistical palace on the beach in the shape of an E. Now surfers are invited into the Grand Palais for aperitifs. Once the haunt of night-chubbers and casino-philes, Biarritz has been reincarnated as a centre for *activités sportives*. The real fanatics surf in the morning and golf in the afternoon. In March Biarritz hosts the first half of an almost unique sporting contest that involves surfing waves one day and snow in the Pyrenees the next. The only comparable event takes place around Los Angeles. Small wonder that such



surfing superstars as Australian Gary Elberton, formerly known as Kong, and Californian Tom Curran, last year's world champion, have taken up residence around here and married French women. When the waves are flat in winter they drive up into the mountains with their snowboards.

Just a few kilometres north of town, Les Cavaliers (keep going past Sables d'Or) pumps out the shapeliest and glassiest waves in France. The only slight drawback when I went there was that dozens of world-class surfers were dancing flawlessly on every peak. When you find yourself paddling for the same wave as the current world champion, it is like suddenly seeing Boris Becker on the other side of the net when you are winding up to serve. You are apt to double-fault. If you want somewhere less crowded, the redoubt at Guéthary to the south is the best bet.

For the style-conscious, a visit to the Quiksilver factory at St-Jean-de-Luz, for some of the coolest baggies and T-shirts in the world, is de rigueur. Even if you cannot catch any waves, at least you can look like a surfer.

The pro surfers and my "Supersports" map carried on into Spain and Portugal. We followed them as far as Mundaca, an outstanding river-mouth break, but despite the lure of further unmissable star-studded lack of a decent *boulangerie* and café had us hating back over the border to refuse. There may be many west coasters, but only France combines in such perfect harmony the noble savagery of the state of nature with the self-indulgent pleasures of civilisation. At least if the quest for the perfect wave remains unfulfilled, there is no shortage of the perfect *pain chocolat* and *petite religieuse*.

● *Lacanau Quiksilver Pro*, August 19-23; *Hossegor Rip Curl Pro*, August 26-30; *Biarritz Arena Surfmasters*, September 2-6  
● *Andy Martin* is the author of *Walking on Water* (Melnick, £5.99).

## Warmed by the gossip



WHEN IN FRANCE

We decided to hold a party. Nothing formal. Just drinks out on the terrace where, in the fading warmth of the setting sun, French and English neighbours could be as one.

Mary had long held the view that we should do more to get to know the native community. "We say *bonjour* and *bon soir*, but we don't really know them." After two years summer residency it was surely about time that our Gascon farmhouse should host an *Entente Cordiale*.

A blimpish friend who has spent so long here as to be high on *foie gras* warned against international socialising. "When they get together it's always a family do. If they want to talk with friends, they can do it in the café or playing boules. They don't feel compelled to make a great thing of it."

There was a corollary to his line of reasoning. "If you do send out invitations, their first thought will be 'What are they up to? What do they want?'"

We rebelled against the suggestion of mean-mindedness. The Gascons are among the kindest and friendliest people. Try going out for a walk. It is rare to get five minutes down the road without an offer of a lift, usually from a farmer in a 2CV who cannot bring himself to accept that any intelligent being would use two feet when four wheels are available. An aged relative with a limited grasp of French gave up on his holiday exercise after twice being returned to the house by solicitors' drivers who mistook his protestations for polite but unnecessary effort to save them trouble. But, as we have come to realise, generosity of spirit is not to be confused with liberated manners. There are English couples well into their second decade of Gascon life who are reconciled to ending their days as Monsieur and Madame even to their closest French peers.

From the outset it was clear that if our party was to breach the social barriers, it required careful planning. First we lined up our English guests. Franco-philic to a man and woman, they were led by the Goodmans, the senior expatriates of the neighbourhood and former restaurateurs who, some ten years earlier, had arrived in Gascony determined to enjoy the food and wine that hitherto they had served to others. Easy conversationalists in both languages, the Goodmans were briefed to arrive early. A party of Gascons presided over by a fluent English who have to think twice before framing a sentence was too awful to contemplate.

Then we started on the French. At the top of the hit list was the mayor. No matter that M le Maire's is a small commune — no more than 200 souls scattered across the hills and valley — his prestige stands high as the only observable symbol of state authority. Our mayor is a farmer who takes time off from tractor-driving to spend an hour a day in an office where he bashes out official letters on a manual typewriter. Instead of a written invitation we called in on the mayor at his home. He said he would be delighted to come. He wasn't so sure about his wife. The family was expected for the weekend and she had much to do in the kitchen. Madame, busy at the oven, said nothing. Should we press harder on the assumption that, given the chance,

madame would be only too happy to take a break? Or was it wiser to give way, on the principle that a mayor in the hand is worth holding on to? It was a bold Mary who made the choice. "You must bring all the family." She threw open her arms as if to embrace... six? A dozen? When it comes to families they think big in Gascony.

But at least with the mayor as pied piper, we had no problem in completing the guest list.

Came the day. The English arrived on the dot. All that is, except the Goodmans, who belied their reputation for punctuality with what, at the time, I regarded as a feeble excuse. Something to do with a sick cat.

Nervously clutching our glasses of chilled white, we gathered on the terrace. And waited. Pangs of regret were beginning to hurt when Mary spotted the first car, visible at about half a mile across open countryside, as it turned the bend in the road and headed towards us. It was followed by another car and another until there was a full procession snaking its way through the avenue of limes.

Mary and I moved forward to meet the on-coming traffic. As we did so, we were uncomfortably aware of our English guests backing away to the shadier and darker end of the terrace.

The Renaults and Peugeot parked in a neat line with a



cacophony of doors opening and slamming. Then they were upon us, a cheerful enthusiastic crowd, secure in numbers. We made the introductions, poured drinks. It was the French, the reluctant party goers, who did most of the talking. The rest of us were made uncomfortably aware of what other Europeans have known for generations — that conversing less than fluently in a second language can be an exhausting business.

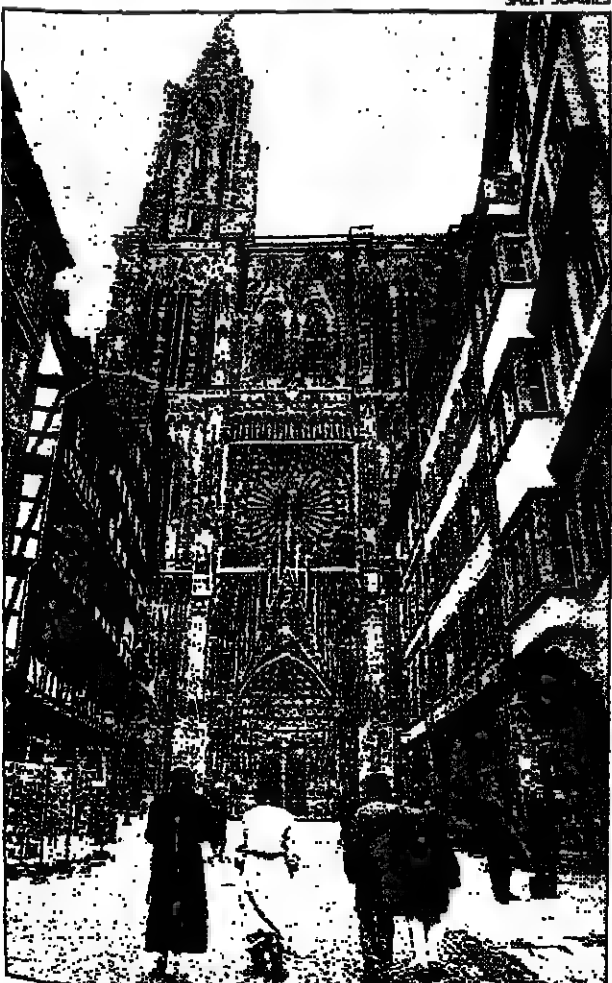
Then the Goodmans put in an appearance. They had news of a garage proprietor who had gone off to Marseilles with a wallet full of bank notes, ostensibly to buy agricultural machinery. When he failed to reappear, it was feared that he had fallen victim to the Marseilles mafia. But now, apparently, he had been seen — with a woman. This was just what the party needed. As a conversation starter, there is nothing quite like a breath of scandal. Everybody — French and English — had a line on what he was up to. We relaxed.

The sun dipped to a chorus of revving engines. As the last car roared away along the track we made two resolutions. To work harder on our language tapes; and to brush up on local gossip.

BARRY TURNER

## Melodies in medieval setting

SALLY SOAMES



Old glory: Strasbourg will echo to a Rossini tribute

Tomorrow sees the opening of one of France's oldest festivals, the Strasbourg Music Festival, now in its 54th year. Comprising 12 concerts and two operas, including tributes to Rossini, Honegger and Sator Vegg, the festival runs until July 4. Led by Sir Yehudi Menuhin, the festival's honorary president, the organisers have invited an array of world-class orchestras and soloists, making the next three weeks the perfect time to discover this delightful medieval city.

Dwarfed by the breathtaking Gothic cathedral of Notre Dame, "Le Grande Ange Rose De Strasbourg," intricately carved with its complicated web of pinnacles and spires, the half-timbered medieval houses of Strasbourg with their steeply pitched roofs huddle unevenly along the quaysides and cobbled streets of the old town, dripping their baskets of bright flowers.

Swans sail serenely past the lovers strolling along the banks of the River Ill. As a river city of great charm, Strasbourg shares the romance of Paris but it has such a distinctly German feel to it that the first time visitor could be forgiven for wondering if he had crossed the border.

However, it is on a British note that this year's festival



FESTIVAL  
FRANCE:  
STRASBOURG

opens when the London Oriana Choir accompanied by London's Philharmonia orchestra will perform Rossini's *Stabat Mater* and Puccini's *Messa di Gloria* in the magnificent setting of the cathedral. Soloists include Benjamin Luxon, Maldwyn Davies and Lynda Russell.

The quality of the soloists make Strasbourg one of France's most important musical events. On June 17 the pianist Vladimir Ashkenazy will give a recital of works by Chopin and will also play Mussorgsky's *Pictures at an Exhibition*. Strasbourg celebrates the 70th birthday of the French flautist Jean-Pierre Rampal with a concert on June 22. On June 20 festival goers have a chance to hear Paul Meyer, the Alsace-born clarinetist, display his virtuosity when he returns home to play Mozart, Wagner and

variations on Rossini. On June 16 Krystian Zimerman will play Beethoven's Piano Concerto No 3 and Symphony No 7 with the Young Israel Philharmonic Orchestra.

The highlight of the festival occurs on June 25 when James Bowman, the British counter tenor gives a recital of ancient Italian music in the beautiful Eglise St Pierre Le Jeune. Dating from the early 13th century, this rose-coloured church with its star-painted ceiling and faded 14th-century frescoes will provide a magical and intimate setting for works by Vivaldi, Monteverdi and Pergolesi.

For opera fans, Strasbourg offers a new production of Verdi's *La Traviata* and Rossini's *The Barber of Seville* with Gabriel Bacquier as *Barolo* and Teresa Berganza's student Maria Bayo as *Rosina*, in a revival of Jérôme Savary's 1987 festival triumph.

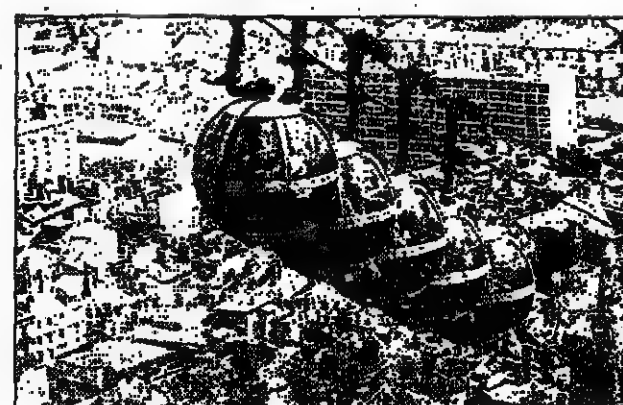
Completing the tribute to Rossini, the festival closes with the *Petite Messe Solennelle* performed by the German choir Süddeutsches Vokalensemble at the Eglise Abbatiale d'Ebersmunster.

SUSAN BELL

● For information and reservations contact: 24 Rue de la Mésange, 67000 Strasbourg 010 33 8832 43101.

## France at a glance

The Times half-price hotel offer takes readers as far south as Grenoble



Grenoble: a town of cable cars

GRENOBLE is a city to be seen from on high. There are two Mercure hotels there, the Alpeexpo and the Alpotel. As their names suggest, it is the Alps that dominate Grenoble. These are the Dauphiné Alps, full of spectacular roaring torrents, on some of which kayaks race. Grenoble is the main town of the region, set at the crossroads of three river valleys, and it housed the Winter Olympics in 1968. Cable cars help visitors about the town and up to the villages looming above it, some with houses built into the rock face. Amid the well-wooded Chartruse Massif lies the 11th-century monastery of the Grande Chartreuse.

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numbered tokens from The Times and The Sunday Times between May 31 and June 13. Token 9 appears below. Attach your tokens to the application form which appeared yesterday and which will be repeated on June 13.





## PRIVATE HEALTH

## Rivals in patient care

The NHS is now competing with the private sector by providing better facilities. Jeremy Laurance says economic factors will be the deciders

As part from the war of Jennifer's ear, the NHS featured less than expected in the general election. John Major's personal commitment to its preservation "as long as I am prime minister" left the opposition with little room for kicking snits.

Preserving the NHS, however, means preserving public access, not public provision. So long as everybody has equal access to treatment free at the point of use, the government believes it matters not whether that treatment is delivered in a Bupa unit or a general hospital.

The election result has secured the future of this plural market in health care, in which state and private hospitals are expected to compete. For the private sector the changes carry both a carrot and a stick.

The carrot is that the separation of purchasers (health authorities) and providers (hospitals) should open up a vast new NHS market for private hospitals.

Health authorities, however, have been reluctant so far to establish new contracts with private hospitals, except temporarily to clear waiting lists.

The stick is that NHS trusts are expected to compete with the private sector for private patients through upgrading their facilities and promoting their services.

A couple of years ago it seemed that the stick might be winning. NHS hospitals increased their revenue from private patients faster than private hospitals in 1989-90.

By the end of 1991, the opposite was true. Bioplan, which had pioneered partnerships between the NHS and private hospitals on NHS sites, had financial difficulties and was bought out. Questions were also raised about the financial performance of NHS pay beds, and the justification for health authority investment in them remains politically sensitive.

So far the carrot of a wider market for the private sector in the new NHS has been a chimera. Most health authorities have not considered contracting with private hospitals for mainstream services and will not do so until the new arrangements have bedded down.

Authorities that have made contracts have found the costs double those of the NHS. This, however, is because the NHS costs are marginal ones, omitting overheads and capital charges. The NHS market for private hospitals is unlikely to take off unless health authorities

take out block contracts on realistic terms. Fund-holding family doctors are the most unpredictable element. Initially, they were more prepared than health authorities to consider radically new options for supply. If they are prevented from securing

fast-track treatment for their patients at NHS hospitals, in order not to disadvantage other patients, as health department guidelines recommend, they could turn to the private sector.

Their budgets, however, are small compared with health authorities', and the high surgeons' fees are likely to deter them. Growth in this area, therefore, is likely to be slow.

The greatest potential for private sector growth could come in response to the growing pressure for more rationing in the NHS. Health authorities are reluctant to take on new areas of work and are increasingly willing to shift responsibility on to other supply sources where they exist.

For example, as private care for the elderly has grown, NHS institutional care has become more restricted. Alternative medicine, for which demand is booming, is almost entirely private.

Even in mainstream care, the NHS has been reluctant in some areas to provide a comprehensive service. For example, North East

Thames regional health authority decided last year to restrict provision of NHS treatment for varicose veins and similar conditions to free resources for more pressing needs.

The private sector has flourished, as William Laing observes in his 1992 *Review of Private Health Care*, in those areas where its marginal cost over public treatment is



Operating costs: economic factors will decide whether the private sector can prosper in the 1990s

low and where there is a significant constraint on public supply.

Growth will depend on the state of the economy as much as on the state of the NHS. Although private health care has been one of the most recession-proof industries in the early 1990s, the growth in subscribers to private medical insurance schemes faltered in 1991.

Sharply increased claim rates have forced up premiums and turned away some clients. Private insurers are now experimenting with a range of policies providing, in most cases, more limited cover. It is economic factors, however, that will determine whether the private sector can grasp the opportunities of the 1990s.

Within the system, patients can contact the insurer from the outset to check whether they are covered for a proposed treatment (non-

## ABC of price variations

Rising costs have prompted the marketing experts to rethink schemes

Insurance companies working to curb the spiralling costs of private health care are approaching the problem in a number of ways. It is not hard to see why. In the past year alone, premiums have risen by 30 per cent, says Bob Bycroft, managing director of Medical Insurance Agency, an insurance provider. "The market place is underpriced. When you get that, you force the marketeers to sharpen their pencils and come out with pretty sophisticated plans, to attract additional premium revenue."

Hospitals have always been classified by their charges and insurance policies reflect this. Top-of-the-range policies cover A, B and C classifications, but less comprehensive policies may only entitle the holder to admission to B or C-class hospitals. Classifications reflect not the standard of medical care but the price of hospitals' non-medical provision — the hotel charges.

Then there is the concept known as "preferred providers", under which the insurers supply a list of the hospitals from which policyholders may choose. Lists are usually quite comprehensive, and the ABC classifications are still used. There are lower-premium plans — budget and waiting plans — and those that carry restrictions, perhaps on out-patient attendance.

An approach fairly new in Britain is managed care: worldwide, it is already established and in the United States, according to Malcolm Wright, Norwich Union's business manager, 65 per cent of health care is provided through managed care.

Broadly, it brings together the four elements involved in hospitalisation — patient, doctor, hospital and insurer — to reduce unnecessary costs without compromising quality of care.

Within the system, patients can contact the insurer from the outset to check whether they are covered for a proposed treatment (non-

managed-care schemes also advise patients to do this).

The insurer will have selected a network of preferred-provider hospitals, and have agreed protocols with the doctors who use them. These protocols aim, for example, to encourage doctors, where possible, to have diagnostic tests done before the patient is admitted, as it is the in-patient stay — the hotel charges — that generally shoots costs skywards.

Mr Wright says: "We are not taking away their right to decide how procedures should be performed or in any way taking away their clinical responsibility," he says. "We are, if you like, acting as a conscience, and to ensure that the pre-operative arrangements, such as X-rays and pathology tests, are carried out, if it's possible, before going into hospital, because it's the hospital costs that start to escalate when you have overnight stays."

"The partnership is crucial because we do want to involve the hospital and the doctors in the whole process and let them have a say."

Norwich is still negotiating what is thought to be the first commercial such scheme in this country although Private Patients Plan pointed the way last December when it announced its Psychiatric Benefit Protection Programme to bring managed care into the treatment of mental illnesses.

Mr Wright says: "All the major insurers are looking to see whether this is the direction in which they want to move."

Laing and Buisson, the market analysts, suggest that aggressive action in managed care — such as pre-admission authorisation from insurers, direction to particular suppliers and non-reimbursement if clinical protocols are not followed — is unlikely to be readily supported by customers.

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PAT BLAIR

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# All in a day's work for surgeons

What a difference day surgery makes: Pat Blair discovers it is far from a second-best option

Many patients prefer it, an increasing number of doctors like it, it reduces the cost of medical care and can save health insurance companies thousands of pounds, holding down premiums. Advances in medical techniques have made day-case surgery — where patients enter hospital in the morning, have their operation and leave in the evening — a real option for a growing number of surgical procedures. Yet still day-case treatment occupies a comparatively small part of the health care scene in Britain.

The reasons are two-fold: some patients, wrongly, see day surgery as a second-best no-frills option; second, a lack of facilities is seen by medical consultants as a major inhibitor. However, spiralling costs are forcing more hospitals, public and private, to look towards day-case surgery as a way of saving money without sacrificing quality of treatment.

In 1986 day surgery accounted for only 20 per cent of elective (non-urgent) surgery in the private sector, according to the independent publication *Laing's Review of Private Healthcare*. It forecast then "substantial scope for development of private day surgery services which could have major implications for private hospital investment".

In the past two years, says Mike Hall, regional manager of Bupa hospitals, day surgery has leapt to 35 per cent of some services in its hospitals, up 20 per cent. In February, Bupa launched two projects to promote it. Of its 30 hospitals, the 23 that already did a significant volume of day surgery are now acting as demonstration hospitals. It also has pilot schemes in five hospitals, highlighting three specific procedures — wisdom teeth extraction, removing cataracts and hand surgery.

William Laing, a director of the healthcare analysts Laing and Buisson, says: "In Bupa's

schedule of fees, published in January, there was no increase in consultants' fees, except for a 10 per cent supplement for those who did cases on a day surgery basis. There is certainly scope for it and I can envisage a time when much more is done in the private sector. Who will take that, we don't know. It may be the existing private hospitals: it may be new day-surgery units."

As yet, there are few health care companies whose specialise in day surgery, either in hospital or, such as Humana's Wellington Day Surgery Centre in London's Harley Street, in separate units. Clinics perform operations such as vasectomy and cosmetic surgery on a day basis.

However one company sees day treatment as the way of the future. The Grosvenor Clinic opened in Hendon, north-west London, early last year with one operating theatre suite, capable of treating up to six patients a day. "It's intended to be one of the first of a number of facilities we are specifically aiming at day-case surgery," says Dudley Rogers, its director.

"The number of procedures suited to day surgery is large and growing. We can deal with more both in number and in complexity. It is also less expensive, and infinitely more preferable to go home to your own family, environment and bed. Recovery times also seem to be less," he says.

The clinic receives referrals from doctors and advertises directly to the public. At current rates, the fixed day-surgery cost for a simple hernia operation — examination, consultation, operation and follow-up — would be £695, compared to about £2,500 for an in-patient staying three days. Cosmetic surgery excluded, the most expensive operation, at £950, is major surgery for varicose veins, a price within reach of those without insurance but prepared to pay for treatment. An independent telephone



Today's the day: Kenneth Waters, senior surgeon, with nurse Chris Mackichan, deals with a "day case" hernia operation at the Grosvenor Clinic

survey carried out last year by Taylor Nelson for Bupa found that of 633 members who had day surgery, 79 per cent were very satisfied and 18 per cent fully satisfied overall. Only 3 per cent were dissatisfied. More than two thirds could not cite any disadvantages.

Medical advances are helping day surgery's cause. Kenneth Waters, senior surgeon at the Grosvenor Clinic, has adopted an operation used in the US for 10 years or more to repair hernias. Using a polypropylene mesh instead of internal stitches, Mr Waters says, eliminates most of the pain after the operation and gentle jogging a day later "is more than possible".

He says: "I have been amazed, having done the traditional method for nearly 20 years — something like 1,000 hernias — and seen patients a week later bent L-shaped walking into the consulting room. Now I see patients trotting up

stairs. One of our first people said he was back cycling after three days."

Not every patient is suitable for day surgery and the decision is made by the doctor on medical and social grounds. People living alone may be refused, unless they have a friend to stay at home; likewise, patients who are unlikely to be able to rest when they return home. Surface operations ("humps and bumps"), according to Mr Waters, and sub-surface — hernias and varicose veins — are among those currently available.

Should a patient subsequently require for medical reasons to stay in overnight, the extra cost is absorbed by the clinic. "I prefer people to stay overnight at an hotel if they live more than 50 miles away," Mr Waters says. "If there were problems, I would get to them. They have my card and can ring me 24 hours a day."

## Getting a raw deal?

Companies see mental illnesses as long-term ailments, needing long-term treatment and thus high payouts

One area of private medical care that seems to be getting a raw deal is psychiatric treatment. Indeed, the Independent Healthcare Association has become concerned enough about insurers' lack of provision to set up a working party to look into it.

Some policies — such as Lloyd's/Abbey Life Budget Health Care and Over 60s Health Budget Bupa, Sun Alliance Health First and Prompt Care — provide no cover at all, in-patient or out-patient, for psychiatric treatment. Other policies may exclude in-patient care and/or place restrictions on the level of treatment, Pat Blair writes.

When it comes to alcohol or drug dependence, there is often no cover for treatment, either for the dependency or for medical or psychiatric conditions arising from or associated with it. Indeed it is easier to pick out the policies that do offer cover, even if they limit it. They include: Allied Medical Assurance plans, Bupa Care and Bupa Company Care, Cigna Healthcare, Lloyds Healthcare, PPP Corporate Health Plan and the Civil Service Medical Aid Association Premium and Standard schemes.

The insurers' approach, or lack of it, to psychiatric care

poses dilemmas for patients, especially those offered company screening programmes that include stress checks. If the screening detects a stress-related problem and psychiatric treatment is suggested, and if their employer's insurance cover does not include that — what next?

While recognising that employers may arrange screening through companies other than

ment, as they might for long-term physical conditions.

Private Patients Plan, however, has addressed the problem face on, with the introduction last December of its Psychiatric Benefits Protection Programme. Under that, the insurer, consultant and hospital will agree beforehand a suitable plan of treatment and its cost, based on the number of days and the type of treatment required. The policy will cover up to 180 in-patient days a year.

Most of Bupa's schemes will encompass psychiatric care, but as Mrs Johnson says: "A problem such as alcoholism from our point of view could be a long-term condition. By the time somebody comes to the point they feel they really have to seek help, they have probably had it for quite a long time."

Bupa doesn't actually treat it as a chronic condition under our rules — otherwise we would effectively be saying we don't cover it at all — so we will cover it initially, but not in the longer term." Overall, when it comes to mental illness and psychiatric care, one is left wondering: are private health providers and insurers between them detecting conditions and raising hopes of treatment only to dash them?

When it comes to alcohol or drug dependence, there is often no cover for treatment

those with which they are insured, Kathy Johnson, provider liaison manager with Bupa, says: "Perhaps there is a dilemma there — detecting stress and then not offering any cover for the treatment of the condition."

The difficulty for insurance companies is that many mental illnesses are seen as chronic (long-term) ailments, requiring long-term treatment and thus high payouts on claims. As a result, many insurers prefer to exclude such treat-

## Option for change

Alternative medicine is offered, but at a heavy cost

Alternative medicine — including osteopathy, chiropractic and homeopathic treatment — is increasingly being covered by health insurers who recognise that a sizeable proportion of the public wants to be able to use practitioners in those fields. Most include alternative, or complementary, medicine only in the more comprehensive, and thus more expensive, insurance schemes.

Orion Healthcare, for example, under its company-paid schemes, Classic and Classic Value, provides benefit of up to £500 a year for each insured person referred by their GP to such a specialist, Pat Blair writes. Similarly, benefits for individual subscribers to its Elite scheme amount to a maximum of £1,000 a year.

In March, Norwich Union launched its top-of-the-range Premier Care plan, which includes full refunds on osteopathy and chiropractic treatment resulting from a GP referral.

International Private Healthcare, underwritten by a subsidiary of the Swiss-based Winterthur Insurance Group, offers under its Premier Gold plan — but not under Premier or Premier Plus — benefits up to £6,500, the total amount available in any one year for out-patient services, which in theory could all be used for the acupuncture and specialist herbal treatment it covers.

Possibly the most wide-ranging in its approach to complementary medicine, however, is the French-based company Strasbourgeoise, which opened up in Britain last year.

The company's Free-choice plans cover any alternative medicine — reflexology, iridology, aromatherapy, as well as more mainstream therapies — by any practitioner or therapist as long as it is for treatment as defined in the company's rules and the therapist belongs to a registration body to which the company can refer.

The Freechoice Standard plan will cover 50 per cent of expenses up to £500 annually; Super, 75 per cent up to £750; and Super Plus, a full refund up to £1,000. Following the French system, unusual in Britain, patients do not have to be referred through a family doctor but can approach the therapist direct. Wiser patients will check with the company which registration bodies are approved, before they opt for treatment.

## Guidance through the maze

After a traumatic two years, complacency has given way to complexity as policies proliferate and the public becomes more sophisticated

Almost 12 per cent of the British population — about 6.6 million people — are covered by some sort of private medical insurance in a business now worth £1.3 billion annually. The figures have risen steadily: 20 years ago only 4 per cent of the population held medical insurance. But the past two years have been difficult.

The market was shaken, for instance, when one of the largest providers, Bupa, announced an insurance loss in 1990 of £61 million, Pat Blair writes. A management shake-up followed. Peter Jacobs, who took over as chief executive of Bupa in May last year, said in January: "The health care insurance industry has had a long period of satisfactory growth and a small number of players — and frankly I think it got rather complacent. It was not particularly well managed and the larger commercial insurers saw an opportunity to come into a pretty sleepy market. ... It means that Bupa has gone from relatively easy market conditions to a much more competitive situation. That has required a change in culture and attitudes which have to compete not just in terms of price, but also in customer service."

The 1991 results show that Bupa has halved its insurance



Fresh face: Peter Jacobs

loss. David Bryant, of Bupa, says: "We have seen what we regard to be a dramatic improvement in our fortunes in 1991 when, if anything, the recession had got harder than in 1990."

But Bupa is not the only one to feel the effects of recession, keener competition, a higher number of claims and a squeeze as people lost insurance cover along with their jobs.

Although there is no hard data to support the assertion, many in the industry believe that claims shot up because people decided not to defer operations in case they become unemployed. Others believe that the public has become more sophisticated and looks on insurance more as a main-

tenance contract than a safety net. The market analysts Laing and Buisson note in their publication *Laing's Review of Private Healthcare 1992*, that benefits as a percentage of subscriptions rose to 90 per cent in 1990, and the remaining 10 per cent was insufficient to meet administration overheads. As a result, they say, "it can be said with confidence that UK private medical insurance as a whole made an underwriting loss in 1990."

Premiums rose sharply and insurers themselves pointed to a real risk that the cost of private medicine was getting out of control. Western Provident Association drew the picture: "In 1981, a family man of average earnings had to work 113 hours to pay his health insurance premium of £270. In 1991, he worked 231 hours to pay a premium of £1,288." Its answer is to introduce a new policy, Elect, that covers the 17 non-emergency conditions for which NHS waiting lists are longest and which "most improve people's quality of life, ranging from cataracts to hip and knee replacements."

Other insurance companies have similarly responded by designing a plethora of schemes to suit different purses, and offering options such as "excess" agreements, reduced out-patient cover, upper limits to payments, no-claims discounts, exclusion clauses, optional extras.

The variety is such that selecting a policy, company or personal, is now much more complex. One can no longer make easy comparisons. The Private Health Partnership, an independent advisory service which operates an insurance helpline (0532 788855), says it has seen an increase in people seeking guidance through the maze. It suggests that would-be subscribers should decide first on what they want covered and then find a policy to match.

The outlook for the industry, despite the traumas of the past two years, is bright, William Laing, a director of Laing and Buisson, sees the trend in medical insurance continuing upwards, with business coming both from companies and individuals. "On preliminary figures, in a recession year when prices were going up rapidly, the number of subscribers remained static. That was actually a good result for

the industry. In terms of revenue, although we don't have the figures yet — in that recession year, 1990/91, it probably increased by 15 per cent. As we come out of recession — and provided the NHS does not get its act together and totally undermines the private sector — then I expect it to continue to increase."

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The positions all command a competitive and tax efficient salary, together with an unusually wide range of attractive benefits. Your role will be particularly broad based, covering a variety of projects, and you will have access to substantial, state of the art computing support.

In complete confidence, please telephone or write with CV to: Diana Scott, Director, Simpson Crowden Consultants Limited, 97/99 Park Street, London W1V 3HA. Telephone: 071-629 5909. Fax: 071-408 0608.

**Simpson Crowden**  
CONSULTANTS

## EUROPEAN SOFTWARE MARKETING

Our client, a highly successful international software organisation with over 90 sales offices in four continents, is recognised and respected not only for their business information solutions but also for their unrivalled commitment to providing high level support to their prestigious customer base.

This high profile role of EUROPEAN MARKETING COMMUNICATIONS MANAGER offers a rare opportunity to play a major role in our clients' ambitious growth plans.

Reporting to the European Sales Director, you will be responsible for planning and directing tactical marketing programmes in support of the direct sales operations across Europe. The prime emphasis being on lead generation and market awareness.

The successful candidate must possess a demonstrable understanding of the European market place clearly appreciating the different issues within each country.

Equally important will be your strong people management skills to develop your existing marketing team and recruit additional key staff. Based in Europe and educated to degree level, with a multi-lingual capability, your proven marketing experience should have been gained in an IT related environment.

To reflect our clients' standing in the market, the position carries an excellent remuneration and benefits package, including company car.

For a confidential discussion, please contact our retained Consultants, PHILIP FOULKES or CLAIRE THOMAS on 0753-857181 or write to them in strictest confidence at: STRATEGIC SELECTION, Mountbatten House, Fairclough, Windsor, Berks, SL4 4LE. Fax No. 0753-860696.

Additional Marketing positions will become available as a result of this appointment - interested applicants should also apply.

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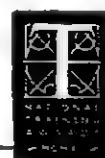
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## GROUP Financial Director

£60,000 p.a.  
plus benefits

**Financial Background**  
Our client is a well funded, structured and managed dealer group holding one of the UK's major franchises. Through a combination of good planning and strict financial control it is now in a position to capitalise on opportunities as they occur during the recovery of the vehicle market.

### Your Assets

You will already be a first class financial director - a qualified accountant used to imposing and managing the disciplines and reporting structures necessary for tight financial control and for the production of meaningful management figures. You will be a first class manager with the ability to train and lead your staff to perform above, and beyond, the call of duty. Additionally, as part of the senior management team, you will be able and expected to contribute significantly to the overall Group development strategy.

### Your Liabilities

As well as assuming overall responsibility for compliance with all reporting requirements, both Group and statutory, you will work with line management to prepare revenue and capital budgets and co-ordinate their presentation to the main board. Once approved, you will secure the appropriate funding. In addition you will play a major role in all Group acquisitions and disposals, assessing both their financial and commercial impact.

### The Bottom Line

Salary will be £60,000 p.a. plus benefits. Relocation will be considered if appropriate. Your future is as good as you can help make it! Telephone 0753 890303. Or write, enclosing a recent photograph and quoting reference APA/5784, to Leon Levy, Director of Recruitment, Aplin Phillimore Associates, Penn House, 22 Station Road, Gerrards Cross, Bucks SL9 8EL.

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**APLIN PHILLIMORE**

## SALES MANAGER

Spearhead our defence marketing operations in the Middle East & Indian Sub-Continent

Attractive Salary + Car Based Reading

Rockwell-Collins (UK) Ltd is a major subsidiary of the Avionics Division of Rockwell International who provide high quality, state of the art products and systems in the air transport, general aviation and military aircraft markets worldwide. Rockwell Collins provides the technical and sales support in the UK, Europe, the Middle East and Africa.

A restructuring of the marketing function requires the appointment of a Sales Manager to be responsible for developing the military avionics and communications business in the Middle East & Indian Sub-Continent. Reporting to the Regional Manager Europe, Middle East and Africa, you will assist in the growth of the marketing capability in the region primarily through a well established dealer network.

The position requires a thorough knowledge of the regional customers, their requirements and the local business procedures, as well as the ability to match their needs with the product range and the technology capabilities of Rockwell-Collins.

The manager must be able to interface with all levels of the regional government establishments from senior executives through to programme level personnel. Regular interface is also required with all levels of company personnel at the US manufacturing division.

Ideally aged 35 or over and educated to degree level or equivalent you must have marketing experience in the Middle East preferably in the defence field. Personal qualities should include motivation, diplomacy, commercial awareness and the willingness to travel extensively throughout the region.

A highly attractive salary will be negotiated dependent upon age, qualifications and experience and will include a company car and a wide range of benefits including a pension and life assurance scheme and private medical health.

Please write enclosing your CV with details of current salary to Mr F Jacques, Rockwell-Collins (UK) Ltd, Suttons Business Park, Earley, Reading, Berks RG6 1LA.



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## MERCHANDISERS

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Fashion Retail Central London

Our client is one of the most progressive multiple retailers in the U.K. They are currently seeking to strengthen their merchandising teams with the appointment of additional Senior Merchandisers.

Reporting to a Divisional Manager, you will be responsible for a multi-million pound turnover, focusing on high quality volume fashion merchandise. Probably aged between 25-35 years with at least two years full fashion merchandising experience, you will be equipped with results orientated management skills and be committed to achieving the best performance from your supporting team.

This role demands a thorough knowledge of range planning and forecasting and the ability to use merchandising and replenishment systems to effect a quick and flexible response to sales trends.

The environment is challenging and fast moving and requires ambitious individuals who will make a major contribution to our clients' business needs. In return, your success will attract enhanced financial rewards together with career opportunities which capitalise on your talents.

To apply in confidence, please send your Curriculum Vitae to the Buying and Merchandising Division of Talisman Retail, Dorland House, 14-16 Regent Street, London SW1Y 4PH. Alternatively telephone on 071-925 0848 (during office hours) quoting Ref: ST 0692.



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*Retail*

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TRAINING & ENTERPRISE COUNCIL

As a result of a thorough review, it has decided to reorganise its service delivery to provide a greater emphasis on core business functions, aimed at the improvement of Sheffield's economic prosperity, with an accent on performance management.

The TEC seeks a Chief Executive to provide active and positive leadership and management in the introduction of a new structure with a focus on performance measures for delivery of a £24 million budget.

Applications from individuals with a successful management track record should reach JOHN HARRIS by 15th June, 1992, quoting ref: PSD021 and enclosing a comprehensive CV, at Daniels Bates Partnership Ltd., Fountain Precinct, Leopold Street Wing, Sheffield S1 2GZ. Your application will be dealt with in the strictest confidence.

**Daniels Bates Partnership**  
PROFESSIONAL RECRUITMENT

## DIRECTOR GENERAL

The present Director General of AMDEA (The Association of Manufacturers of Domestic Electrical Appliances) is retiring at the end of this year. The AMDEA Board wishes to appoint a successor to join around October and to assume responsibility from 1st January 1993.

AMDEA consists of 65 members, many of which are public companies. The product range embraces all electrical domestic appliances, which are mainly "white goods", home laundry, refrigeration and cookers, plus small appliances and domestic space and water heating.

The products are high profile in consumer interest and therefore in political and media terms. The Director General is responsible for marshalling and co-ordinating the interests of member companies and then advocating and promulgating them externally. This involves high media contact and exposure on matters of consumer interest. Maintaining a dialogue with UK government departments, and increasingly with European Commission officials, forms a major part of the task.

The successful candidate is likely to be aged in the middle 40's to early 50's, have a mature, diplomatic easy manner, clarity of thought and purpose, a good media personality and a strong character to inspire confidence.

Salary will relate to experience but is expected to be in the £35,000 - £40,000 range. A pension scheme and the provision of a car are additional benefits.

Interested candidates should write briefly to the Director General, AMDEA, Leicester House, 8 Leicester Street, London WC2H 7BN. Selected applicants will be initially interviewed by the current Director General, Jim Collis, who will produce a short list for subsequent interview by a Sub-Committee of the AMDEA Board.

Applications should be received by 30th June and initial interviews will be held during July.

**AMDEA**

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## DIRECTORS/MANAGERS

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**THE ROLE**

- Reporting to the Group Chief Executive, responsible for the profitability of the full range of operations in the UK. Spearheading substantial growth in the business. Managing a small, committed Head Office team of 25.
- Personal involvement in attracting new, high net worth shareholders. Developing and implementing marketing and sales programmes to move the business ahead rapidly.
- Creating an environment that fosters outstanding performance. Key contribution to business strategy. Enhancing management reporting and controls.

London 071-973 8484  
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**THE QUALIFICATIONS**

- First class entrepreneurial manager with highly visible career and business success. Excellent record of sales force management/marketing in a blue chip business context - preferably service based.
- High orders of financial literacy, disciplined planning and business judgement. Proven general management success and profit responsibility. Strong record of achievement.
- Graduate calibre mid 30s-50s. Personable character with ability to inspire and motivate the team and with the stature and poise to influence potential shareholders. An enthusiastic leader with an eye for detail.

Please reply, enclosing full details to:  
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### Corporate Development Director

A new Board level appointment with a diversified c.£2 billion turnover plc. A first class management team has refocused the group and created market leading international core businesses over the last few years. Significant opportunities exist for further expansion within a large, fragmented industry with highly profitable niche sectors. The Group requires an exceptionally experienced senior line manager with extensive strategic planning and M&A skills to drive a continuing acquisition programme.

**THE ROLE**

- Working with the Chairman and Chief Executive to determine the acquisition strategy. Injecting creativity and lateral thinking.
- Managing and coordinating the acquisition process from target selection through negotiation to subsequent integration.
- Driving the Group's annual planning process. Providing strategic planning consultancy to individual businesses. Managing a small corporate development team.

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**THE QUALIFICATIONS**

- Probably mid 40s, with good first degree, MBA and progressive career history. "Hands on" and analytical with a natural ability to innovate and bring fresh thinking to the strategic debate.
- Currently in a senior role with previous strategic planning and M&A exposure within a large international decentralised group. Appropriate line management experience, probably in general management, marketing or finance.
- A person of stature and intellect. An expert negotiator. A team player with first class interpersonal skills, whose longer term career could evolve into senior line management.

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**THE ROLE**

- Reporting to the Group Company Secretary, responsible for establishing the Group Insurance Department to reorganise and restructuring existing resources for maximum benefit. Managing small, experienced, highly committed team.
- Spearheading an exhaustive review of total insurance requirements. Assessing cost effectiveness of current arrangements and realising added value from Group rather than Divisional assessment of risk.
- Establishing strong relationship internally and externally to implement initiatives and optimise performance. Key role in evaluating effectiveness of professional intermediaries.

London 071-973 8484  
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**THE QUALIFICATIONS**

- Graduate calibre, 35-50 with excellent insurance credentials. High quality experience of wholesale/retail insurance market translated to managerial success in major plc. Exposure to international trading and consumer/brand-led businesses highly desirable.
- Disciplined numerical analysis responsive to demanding standards of judgement and presentation. Well developed communication skills with ability to present effectively at the top level. Natural relationship builder and reasoned negotiator.
- Thoroughly professional approach with personal stature and authority. A motivator and change agent attuned to organisational and personal sensitivities. Confident self starter with strong service orientation.

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**THE ROLE**

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- Implementing a well-researched strategy to supply new general insurance products to commercial customers of the group's retail bank.
- Encouraging the acceptance of a positive marketing and customer-oriented culture in the existing team and progressively managing the rapid expansion of the business.

London 071-973 8484  
Manchester 061-499 1700

**THE QUALIFICATIONS**

- Mature commercial financial services manager, likely to be aged 35 to 45, with a proven record of implementing a growth strategy and new marketing initiatives. General insurance background is preferred, but not mandatory. Already at, or clearly equipped to progress to, general management level.
- Sound leadership qualities. Capable of articulating a new direction. Outstanding people manager with an open, approachable style.
- Enthusiastic, self-disciplined and ambitious. Confident communicator who is capable of representing the business at senior management level.

Please reply, enclosing full details to:  
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The career opportunities with this client are outstanding. Not only is the firm the most successful in its field worldwide, it is also one of the most distinctive. Its commitment to training and personal development, its system of meritocracy and its unique combination of business and information technology skills single it out from every other firm.

From strategy to implementation, the firm delivers mission critical business solutions for its clients in the UK and across the world. It creates complex, highly effective computer systems often using leading edge technologies which becomes the factor which enables clients to gain competitive advantage.

Its strong technology skills remain at the core of what it does. It sees the key as using the power of technology to unite a client company's strategy with its operations and its people to create

a totally integrated business. It regards business integration as the commercial imperative of the 1990s.

In this very dynamic environment, consultants will fulfil demanding, challenging and very varied roles, bringing immediate impact to complex projects at all stages from concept to implementation.

A good university degree is essential followed by fast track development in an intellectually demanding business systems or change management role. Information Technology systems design and implementation experience is essential.

These positions represent superb opportunities for highly able people to express and demonstrate their talents in a sophisticated and prestigious firm where the combination of team work and individual accountability is critical and standards are uncompromisingly high.

Appointed candidates can expect career and salary progression based solely on merit, very high levels of investment in individual training and the realistic potential of partnership in their early 30s. Interested candidates should submit a comprehensive career resume quoting Reference 11220/ST. The confidentiality of all approaches is strictly guaranteed.

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We now wish to recruit a Works Director for our printing and file making factory in North Kent, employing approximately 230 employees in a unionised environment. Reporting to the Director of Manufacturing, the position carries responsibility for the day to day operation of the site; with particular emphasis on improving both product quality and customer service.

The successful candidate will be educated to degree standard, with a sound background in either production or materials management and likely to be aged at least 30. You will be able to demonstrate strong team leadership skills, financial awareness and the ability to implement significant change in the workplace. Experience with modern manufacturing techniques such as TQM, MRP, JIT is essential and a knowledge of print or paper conversion will be an added benefit.

The remuneration package includes a profit related bonus scheme, a quality car and the fringe benefits commensurate with a company of international standing. Relocation assistance will be provided where appropriate.



Applications with full C.V. to our Recruitment Consultant  
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As Manager, Business Analysis, you will be a leading member of this UK based Group - responsible for the research, definition, design and justification of optimum Information Systems responses to specific business issues. A graduate in your 30's, your core skills will lie in structured Business/Systems Analysis, acquired in sophisticated user and/or consultancy situations,

ideally with exposure to a large scale IBM environment. However, you will already project the commercial perspective and personal skills of a fully business-focused systems professional - and be able to describe specific achievements against pan-European, sales/marketing orientated business objectives.

In addition to a progressive career within a secure and prestigious organisation, the rewards will include company bonuses, an executive car, pension and life assurance schemes, family private health care - and a comprehensive relocation package as appropriate. To apply, please forward your CV, quoting Ref. ST22, to Paul Henry at: Henry MacLeod & Partners, Arch House, 2-4 High Street, Chalfont St. Peter, Bucks. SL9 9QA. Tel: 0753 880313. Fax: 0753 884053.

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Major manufacturing group

c.£30K+ Car □ Excellent Benefits

Our client is a blue-chip group manufacturing a diverse range of brand-leading products. They are looking to strengthen their purchasing function in three key business divisions by the appointment of senior purchasing professionals, each of which will head up the purchasing function and play major roles in the respective senior management teams.

They demand the skills of dynamic, entrepreneurial individuals who have proved themselves at senior level in manufacturing purchasing, preferably multi-site-ideally graduates with a minimum of 5 years' experience who have progressed from engineering or business studies backgrounds and have the expertise to shape the strategic impact of purchasing in companies that have significant multi-million pound budgets.

In particular, you must be skilled in managing supplier interfaces, ensuring the vendor base is limited to suppliers with a sound record for quality, delivery and price, and encouraging their development through long-term agreements and "value engineering" exercises. You must be capable of close co-operation and liaison with Engineering and Manufacturing at the highest levels, contributing to product plans, manufacturing programmes, capital equipment acquisition studies, total quality and continuous improvement programmes.

These qualities, together with excellent management, team-building and interpersonal skills, are the common denominators for all of these challenging and highly rewarding opportunities.

The c.£30K+ salary indicated will not be a constraint to appointing exceptional candidates.

## NORTH EAST LOCATION

Reporting to the Divisional Managing Director, you'll have direct responsibility for the purchasing strategies for two manufacturing sites. (Ref:525)

## NORTH WEST OR MIDLANDS LOCATION

Here too you will have direct line responsibility for establishing the function at one major location within the division - currently the focus of significant manufacturing and technical development. (Ref:526)

In both positions you will be the lead specialist within the respective division. As such you will act as Consultant to the Managing Directors and Purchasing Managers of other business units - helping them to develop their own planned and professional approach and identifying and implementing cross divisional strategies as appropriate. The ability to influence and diplomatically persuade will be of paramount importance.

## WEST MIDLANDS LOCATION

Reporting to the Divisional Manufacturing Director this position demands a comprehensive knowledge of a wide range of materials and their sources. Taking a broad view of the purchasing function across varying manufacturing processes, you will influence both supplier and site managements as well as developing purchasing policy for the division as a whole. (Ref:527)

You may wish to target your application to a specific position, or you may wish to leave your options open. Either way, please make this clear, quoting relevant reference numbers, when writing with your cv to: Trevor Roberts, Director, Associates in Advertising, 5 St John's Lane, London EC1M 4BH. Please state separately those companies to which your application may not be sent.

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Major UK Retailer

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These positions reflect an innovative move by this leading subsidiary of a successful UK Retailing Group to provide proactive marketing presence at Regional level. Aged 28-35, educated to Degree level, you will be an analytical, numerate and dynamic marketer with proven experience over 2-3 years in a quality blue chip fmcc or retail, leisure, consumer/financial services background. It is essential that you have a grasp of a wide spectrum of marketing activities and previous experience of sales at operational level would be highly beneficial. Additionally you must be computer literate and have the ability to influence and manage change in the sales and marketing performance of a substantial multi-sited, profitable and expanding business. Career prospects are exceptional.

Male or female candidates should submit in confidence a comprehensive c.v. to, J.A. Thomas, Hoggett Bowers plc, 11 Lisbon Square, LEEDS, LS1 4LY, 0532-448661, Fax: 0532-444401, quoting Ref: A40017/ST.

## SEARCH • SELECTION • ASSESSMENT

## KEY ACCOUNT MANAGEMENT

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South Coast

A truly outstanding opportunity for a dynamic sales and marketing professional to join a small but expanding company. Our client provides a specialist 'service' package to the finance and retail sectors and is the acknowledged leader in their niche market.

Current plans include further enhancement of the support given to existing accounts and consequently they now seek an experienced Account Manager to take responsibility for a portfolio of prestigious names.

Of graduate calibre and from a direct marketing background it is likely that you will have managed accounts within the financial sector including, ideally, one or more of the High Street banks. As a professional, you will be well aware that 'selling' at these levels is actually a complex product development and full-mix marketing process.

Reporting to the National Accounts Manager, you will be a key member of the sales team and, as such, expected to build and maintain relationships with your customers through good communication and interpersonal skills. Your sound planning and organising abilities will also help with the development and implementation of a range of marketing initiatives, including direct mail.

The company's exciting growth plans include a number of new product offerings and potential expansion into the European market.

Benefits include an attractive salary, contributory pension scheme with life assurance, private healthcare and 25 days holiday. The company operates a no smoking policy. Relocation assistance is available where appropriate.

If you meet our specification and have the personality to maintain relationships and build business, send your CV and letter of application, indicating current earnings level to: The Partners, Ramsey Hall Associates, 9 Carlton Crescent, Southampton, Hants SO1 2EX. Please quote reference S01037.

All applications will be acknowledged and handled in the strictest confidence.

**RAMSEY HALL ASSOCIATES**

## PERSONNEL MANAGERS

- continued success through implementing change

Thames Valley c£28,000 + car

Our client is a major international plc, with significant process and service operations. The implementation of progressive and effective human resource policies is central to future business success and growth.

As a result of internal promotions, two Personnel Managers are required to ensure that new initiatives and development programmes are implemented effectively to enhance business performance. Providing an internal consultancy to the management team for around 700 employees, each role will involve supplying solutions to tomorrow's issues - organisational development, performance management, resourcing and employee involvement etc.

Results-orientated, you will probably be a graduate with 3 - 5 years' strong generalist experience, and a demonstrable record of implementing and achieving change. Experience in a professional engineering environment would be particularly beneficial for one role. You will now be keen to demonstrate your contribution to the business in a management role. The success and growth of the business will ensure future career opportunities.

Please write, with full career details and current salary to Mike König, ref. 1228, Regent Consulting, Prince Regent House, St. Giles Close, Reading, Berks RG1 2SA. Tel: (0734) 560522. Fax: (0734) 560434.

**Regent Consulting**

EXECUTIVE SEARCH AND SELECTION DIVISION

## DIRECTORS SEEKING A NEW ROLE?

Demand more than well meaning Career Counselling or Outplacement advice

Insist on real direction to your job search based on current market intelligence from the largest outplacement and career management consultancy providing cost effective services to employers and to individuals seeking career progression

Our subsidiary InterMEX accesses over 6000 unadvertised vacancies annually - mostly between £40,000 and £200,000 p.a. - and makes recommendations from its approved candidate bank without charge

Call Keith Mitchell on 071-930 5041 for an exploratory meeting without obligation  
Landseer House, 19 Charing Cross Road, London WC2H 0ES. Fax 071-930 5048

**INTEREXEC PLC** - means much more



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## EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

## GLOBAL ASSET MANAGEMENT

## DEVELOPMENT PROJECT MANAGER

Apply your PC skills to a leading international firm

## Central London

Global Asset Management is a dynamic, expanding fund and portfolio management Group, with in excess of \$4 billion under management, and over 200 people in seven locations world-wide. IT plays a truly strategic role within GAM, and is viewed by the Board as a key source of competitive strength.

Reporting to the Group IT Development Manager, you will take responsibility for managing a wide range of complex development projects including: project managing third party developers; designing advanced windowing systems; and evaluating and recommending technical developments and trends in the PC market.

You must be a graduate, preferably early 30s, with significant experience in IT, from programming, analysis and design to at least three years' in project management, ideally gained with a leading systems integrator, software house or consultancy. Your technical experience will include PC-based

## Excellent package

GUI/client server software development, OOD, structured methodologies, databases, WANs and C in a quality oriented environment.

You will combine exceptional technical ability with sound business awareness and end user focus ideally gained in the finance sector. You will be a real team player and have excellent interpersonal skills. With an entrepreneurial orientation, you will have the ability to succeed in a demanding and relatively unstructured environment.

This position offers the opportunity to work in an advanced technology environment where commitment and financial resources to achieve outstanding results from IT are not constrained; and the opportunity for significant personal reward.

To apply for this position, please send or fax a full CV, quoting reference 4402, to our advising consultants, Goodman Graham & Associates, 8 Beaumont Gate, Shenley Hill, Radlett, Hertfordshire WD7 7AR. Fax: 0923 854791.

GAM

London

c.£80,000 Package

## European General Manager

Develop a major IT vendor's business in a \$1 billion marketplace

Our Client, one of the world's leading manufacturers of IT systems, has established a high growth business in the supply of Geographic Information System Solutions across Europe. This is estimated to become a \$1 billion marketplace over the next three years. An outstanding General Manager is now required to lead the growth of this business, to ensure the organisation maintains its technical leadership and achieves significant market share in the coming years.

With total responsibility for achieving the growth and profit objectives, you will develop and implement the European strategy. This will include direct management of a central group plus local resources across several European countries, and close liaison with local country management. The role will involve developing strategic alliances with third-party suppliers and personally driving the development of key customer relationships.

Your track record should have been built on success in high value solution or software sales. You will then have progressed to General Management or Business Unit Management, in a multinational IT supplier, and have demonstrated success of building a business through strong leadership. Specific experience of GIS is ideal though not essential, but exposure to Government, Utilities or PTTs would be valued. Naturally the role will involve European travel, and language skills would be preferable.

This is a unique opportunity to build a significant business in one of the highest growth sectors in IT currently, backed by the resources and reputation of a major, world-class organisation.

Please send or fax your CV to Goodman Graham & Associates, advising consultants, at the address below, quoting reference 1504.

GOODMAN GRAHAM AND ASSOCIATES

8 Beaumont Gate, Shenley Hill, Radlett, Herts WD7 7AR. Telephone: 0923 855515. Fax: 0923 854791

## AN EXCITING NEW CHALLENGE FOR DEDICATED SALES PROFESSIONALS

O.T.E. £50-70,000 tax free

Stop wasting your energy, enthusiasm and sales professionalism on a forgoan cause. Instead, realise your full potential through tax, legal and financial consultancy in the offshore market, with OFS - the leader in the sector.

If you can demonstrate a record of success in the insurance, computer, advertising or similar dedicated sales markets, you almost certainly possess the strength of character to improve your lifestyle in an exhilarating business environment.

OFS will train you, help you, and equip you to handle the challenge and adventure that lies ahead. When we think you're ready, you will be offered a post in one of our many world-wide offices, providing financial advice to thriving expatriate communities.

Here's a summary of what is on offer:

- potential equity participation
- large premium business
- outstanding career prospects
- strong local & UK support
- location & product training
- relocation advice & assistance
- average first year earnings c.£60K tax free

Young, determined and achievement oriented candidates should make contact for an informal discussion. It's a lead you simply can't afford to ignore! Please post, or fax your full cv to: Ian Black (Ref. ST1), Training Manager, Overseas Financial Services Ltd, PO Box 31, Woodbridge, Suffolk. Fax: 0473 37387.

IS CONSULTANTS - LONDON

## WHO'S COMMUNICATING, RUNNING WATER, DRIVING TRANSPORT, POWERING ENERGY?

Our clients of course.

Our IS consultants advise major organisations on their use of Information Technology. We assist them with IS strategy, organisation and planning, selection and evaluation, project management and systems delivery.

The Communications, Energy, Water and Transport practice of Coopers & Lybrand, one of the UK's leading firms of Management Consultants and Accountants, seeks further IS professionals.

With a background in applications development, you will have experience of project leadership and

exposure to mid-range and large systems. You will have 3-10 years' IT experience since graduating.

A confident communicator, you must demonstrate the ability to build effective relationships with your clients and win their confidence.

From a London base you will work in the UK and overseas on a variety of assignments across a wide client base.

Joining our practice will give you the opportunity to develop your expertise in new and challenging

environments. A competitive remuneration package will reflect both your experience and potential.

For more information please telephone:

Nell Humphreys 071-212 2906

Diane Taylor 071-212 8173

Andrew Morris 071-212 8395

Octavia Jennings 071-212 8017

Coopers &amp; Lybrand Solutions for Business

## SALES DIRECTOR (DESIGNATE)

Herts based c£65,000

An exciting opportunity has arisen to join the Board of PCL Mainframe Services managing a small expanding sales and marketing team providing Facilities Management, Disaster Recovery and allied services to the UK IBM marketplace.

You must have at least 5 years proven track record in sales as well as Facilities Management knowledge. Managerial experience would be an advantage.

## SENIOR SALES EXECUTIVES

Herts based c£45,000

We can offer experienced, ambitious, motivated sales professionals outstanding opportunities to further their careers.

You must have an impressive track record, know the IBM mainframe marketplace and be used to negotiating at a senior level.

In return, we offer an excellent package and prospects for career advancement in an expanding and dynamic company.

The PCL Group is one of the UK's top 20 Computer Services Companies and employs around 850 staff.

Please forward your full cv to Julie Monaghan, Alpha Numeric Recruitment, part of the PCL Group, Unit 1 Beasley's Yard, 126 High Street, Uxbridge, Middlesex UB8 3JL. Tel: 0896 27030.

PCL

## Redundant or The Next Move?

## Directors/Senior Managers

- Professional outplacement and career consultants, help you to maximise your potential.
- Get the right job through access to the unadvertised job market.
- Quality services, without frills, include one-to-one counselling.
- Call Brian Ward Lilley on 0306-888522 10am-1pm Sunday or normal office hours for an appointment in LONDON or DORKING.

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## Operations Director

WITH REAL COMMERCIAL ACUMEN

Package

£50,000

HIGH EARNING POTENTIAL

MIDLANDS

The target is to double the £12 million turnover and more than proportionally increase profits within 3 years—totally realistic for a special individual.

The equipment and facilities are modern and the workforce capable and committed. The implementation of real-time scheduling, accurate costings and attention to methods, incentives and quality procedures will elevate the present success to the acquiring Group's expected norm.

Probably a graduate in your 30's, you must have achieved manufacturing excellence through professional training and true leadership skills, preferably in a high variety batch assembly environment. The opportunity for personal progression is essential and financial reward, with equity, will fully acknowledge contribution.

Candidates should send a comprehensive cv, or telephone for an application form to Howgate Sable & Partners, Arkwright House, Parsonage Gardens, Manchester, M3 2LF. Tel: 061-839 2000 quoting reference (S.T.678F).

Howgate Sable

SEARCH AND SELECTION: EXECUTIVES AND INDEPENDENT DIRECTORS



FOUNDER MEMBER

At Unisys, we are committed to building long-term partnerships with our customers. That's why we already provide I.T. solutions to 44 of the world's top 50 banks.

So it will come as no surprise that we are now applying our expertise in Central and Eastern Europe. Unisys is rapidly expanding - winning valuable contracts to implement banking and financial solutions in Poland, Czechoslovakia, Hungary, CIS, Romania and Bulgaria.

Can you think of more challenging locations in which to use your management, architectural, organisational and planning skills? Consider the facts:

- Based in Central and Eastern Europe, you will head up a team of expatriates and nationals responsible for implementing projects worth \$5 - \$30 million.
- You will have practical, hands-on control over every aspect of the project - including consultancy, requirements specifications, software enhancement, training, computer environments, migration, integration and systems installation.
- Working in the absence of an established infrastructure, you will plan, action and monitor to achieve consistent results under often difficult circumstances.
- You will build cultural and personal bridges, developing the motivation and commitment of everyone involved in the project.

Clearly, you will need excellent project management skills and experience - probably gained with a vendor, a customer, a consultancy or a software house. If you come from a multi-technology background and have a knowledge of Unisys systems, so much the better. Fluency in a second language would also be an advantage.

On the personal front, you'll need to be highly motivated, diplomatic, and keen to get completely involved in projects. Your ability to thrive under pressure must be matched by your initiative to seek and grow opportunities within the project.

The rewards, like the challenges, are substantial. In addition to an attractive salary, you will receive a full range of expatriate benefits including accommodation, medical care and schooling facilities. What's more, you will have excellent long-term career prospects within Unisys.

If you've got what it takes to be part of the radical change process in Central and Eastern Europe, by handling one of the world's biggest project management challenges, please telephone our consultant Richard Hewetson, on 071-323 5575, today between 11am and 4pm or weekdays during normal office hours. Alternatively write with a full cv, to him at Moxon Dolphin Kerby Ltd., 178/202 Great Portland Street, London W1N 6JJ, quoting ref 4388.

## PROJECT DIRECTORS

Today, the biggest challenges in Project Management are in Central and Eastern Europe

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## EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

## World Class Manufacturing

## Director of Manufacturing Quality

£50,000

North

Key appointment in one of Europe's most successful manufacturers of high volume electronic components. A rapid and profitable growth rate is based on total commitment to technical leadership, customer service and quality. Sales of £40m are planned to double in two years following a major investment programme. Whilst valuing team play, the company seeks a strong and independently minded achiever, with a record of getting results.

## THE POSITION

- Join small management team. Make major contribution to business direction.
- Drive strategic development of company quality and customer service.
- Realise the true business benefits of TQM.
- Run both the operational and staff aspects of quality. Report to Managing Director.

## QUALIFICATIONS

- Must demonstrate outstanding achievement in major improvement of manufacturing operations.
- Exponent of 'state of the art' manufacturing and quality techniques.
- Energetic with drive and enthusiasm. A good technical degree, possibly MBA.

Please write, enclosing full cv, Ref ML246  
Courthill House, Water Lane, Wilmslow,  
Cheshire, SK9 5AP



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## Human Resources Management

## Blue Chip Plc Retailer

c.£50,000 + Car &amp; Benefits

South East

Forward thinking and highly regarded HR function seeks a fast track, energetic, business orientated professional to manage a substantial programme of change throughout this successful retail business. Significant potential to progress.

## THE COMPANY

- Major subsidiary of multi £bn turnover plc. Envyable record of profit and market share growth including 1991.
- Consumer and market focused: dominant in core sector. Assertive growth plan.
- Proactive HR function, championed at board level and fully integrated with commercial strategy.

## THE POSITION

- Drive HR initiatives to enhance retail performance. Includes recruiting, development, communication and productivity programmes.
- Manage team of professionals with full budget responsibility across HR spectrum.

- Contribute to group personnel policy, liaising closely with Board Directors.

## QUALIFICATIONS

- High calibre generalist with specific experience in management restructuring, training and development, ideally from retail, consultancy or FMCG sector.
- Commercially astute graduate, preferably with MBA, aged 28-35. Business-minded innovator with track record of effecting change.
- Proven motivator with excellent influencing skills. Line management experience desirable.

Please write, enclosing full cv, Ref L2367  
55 Jermyn Street, London, SW1Y 6LX



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## Gas Sales Manager

## High profile opportunity

Attractive Salary + Bonus + Benefits

Following deregulation in the gas industry, a significant new market has emerged providing an area of commercial opportunity unrivalled in potential. From a position of strength, our client is expanding its activities to include gas supply to the commercial and industrial sectors and now seeks a successful Sales Manager, preferably with gas sales experience or similar, to lead the drive to build this new business.

## THE COMPANY

- Public company, supplier of energy products to the UK marketplace.
- Market driven. Strong, customer orientated culture. Dynamic and profitable.
- Well positioned for growth. Substantial investment available.

## THE POSITION

- New role reporting to Managing Director.
- Brief: to identify, evaluate, develop and conclude gas sales in the commercial and industrial sectors throughout the UK.

- Opportunity to make substantial impact on the future success of the business.

## QUALIFICATIONS

- Graduate, probably aged mid 30's to early 40's, with first class track record, ideally in gas sales to the commercial and industrial sectors.
- Team player, able to operate at senior levels. Good negotiator with commercial and entrepreneurial flair.
- Strong communicator, self-starter with vision. Energy, drive and initiative.

Please write, enclosing full cv, Ref L2395  
54 Jermyn Street, London, SW1Y 6LX



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## Logistics Manager

## Major Manufacturing Group

£35,000 + Bonus &amp; Benefits

Midlands

General management of complex distribution centre of a world class manufacturer. Unusually broad remit spanning master production scheduling as well as warehousing and transport. Outstanding future prospects.

## THE COMPANY

- Massive British manufacturing plc supplying wide range of products to OEMs and after-market.
- Broad international customer base, served through varied distribution channels.
- Dynamic management team committed to total quality in all aspects of the business.

## THE POSITION

- Executive team member, reporting to Managing Director and tasked to deliver cost effective customer service with over £100m product per year.
- Drive sales administration, materials management, warehouse, transport and export operations through large workforce and sophisticated systems.

- Key challenge to balance inventory levels and supply line within demanding levels of customer service.

## QUALIFICATIONS

- Distribution and Logistics professional from manufacturing background.
- Sound understanding of demand control and forecasting, manufacturing capacity planning, computerised warehouse control systems, export documentation and fleet optimisation.
- Customer oriented manager, used to leading a large unionised workforce.

Please write, enclosing full cv, Ref BL2393  
NBS, Bennetts Court, 6 Bennetts Hill,  
Birmingham, B2 5ST



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## Head of Safety

## International Oil Company

Excellent package

London

Top safety professional or experienced production or facilities engineer to drive safety and environmental policy for the North Sea operations of this international oil company.

## THE COMPANY

- Subsidiary of major US energy company with developing international portfolio.
- Well established in North Sea, strongly funded for further growth.
- Currently undertaking major North Sea development as operator.

## THE POSITION

- Reporting to Managing Director in London, working closely with Managers of Drilling, Production and Project Development.
- Develop and implement safety management systems and safety case, responsible for environmental issues.

- Close liaison with UKOIA and regulatory authorities.

## QUALIFICATIONS

- Age late 30's to late 40's, bright graduate with impressive track record in upstream industry in North Sea.
- Leading safety professional, or alternatively engineer with initial grounding in safety who is keen to specialise.
- Strong management profile, with presence and maturity.

Please write, enclosing full cv, Ref L2381  
54 Jermyn Street, London, SW1Y 6LX



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## Head of Customer Service

## Leading Wholesaler

£35,000 + Benefits

Midlands

A challenging opportunity to develop the central customer service and DP functions in a major UK distribution business, a vital role in an increasingly IT driven operation.

## THE COMPANY

- Well known distributor of industrial products. 20,000 customers in 200 branches.
- Turnover exceeds £100m. Significant market share. Profitable. Working towards BS5750.
- Computerised systems in place. Commitment to upgrade and develop to drive customer service and profitability.

## THE POSITION

- Full responsibility for customer service driven from the centre. Emphasis on DP and stock control.
- Upgrade software programmes to improve management information. Develop EDI with major customers and telesales support systems.

- Manage customer technical/admin support. Continue commercial systems development.

## QUALIFICATIONS

- Commercially minded, highly computer literate manager, ideally from leading retailer/wholesaler. Aged 30-35.
- Able to grasp business fundamentals and ensure maximum potential achieved through DP.
- Graduate with ambition, energy and drive. Creative, logical and goal orientated.

Please write, enclosing full cv, Ref BL2498  
NBS, Bennetts Court, 6 Bennetts Hill,  
Birmingham, B2 5ST



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Ambitious, hard working entrepreneurs with strong need for financial success required to manage expansion of new business. Hand write to - Bannatyne Associates, Warkworth House, Brickley Lane, Devizes, Wilt. SN10 3BQ.

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leading  
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sector.

SALES & BUSINESS  
DEVELOPMENT MANAGER

Potential for on target earnings up to £40k + Car

Carrying prime responsibility for Local Government and Education sales, two areas in which Apricot is keen to increase its presence, this key sales position.

Not only will the successful applicant need to display first class sales ability, he or she must have a proven track record with the Local Government sector and, in particular, with Local Education Authorities. Preferable, but not essential, is an understanding of the changing IT needs within Education and the requirements of the National Curriculum.

A background in selling total solutions would be extremely advantageous, as would strength in networking, mainstream communications and good all-round IT knowledge. Birmingham based, with responsibility for national coverage, the position offers excellent earning ability and all usual large company benefits.

If you feel you have the necessary attributes to maintain and strengthen Apricot's position within these important niche markets, please send a full career resume in confidence to:  
Cliff Powell, Personnel Manager, Apricot Computers Limited, 3500 Parkside, Birmingham Business Park, Birmingham B37 7YS.  
A Company Committed to equal opportunities.  
No agencies please.

apricot

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## DB2 PRODUCT SALES

OTE £75,000 PLUS USUAL BENEFITS



DB2 is now clearly established as the fastest growing database technology in the IBM market place.

Within this dynamic market, PLATINUM technology is now recognised as the fastest growing DB2 products company. According to independent research, carried out by the Gartner Group in 1991, PLATINUM outperformed all of its competitors in its installed product base.

On this platform of continuing success, PLATINUM technology United Kingdom is now seeking to expand its field sales operations still further.

If you feel you possess the appropriate experience, backed up by the drive to achieve software sales within large IBM installations, then we would like to hear from you.

Please write, with a current CV, to Andrew Wright, UK Sales Manager, Platinum technology UK, Ltd., 11 Scirocco Close, Northampton. NN3 1AP.



071-481 4481

## EXECUTIVE OPPORTUNITIES

071-782 7826

## BUSINESS CONSULTANCY - FINANCE

# IF GENERAL MANAGEMENT IS YOUR CHOSEN DESTINATION, WHAT WILL BE YOUR ROUTE?



As an accountant with at least two years' post qualification experience, there are a number of career options open to you.

One is to follow the traditional route to the top, via financial line management. This is a tried and tested path - worthy, though not particularly imaginative, nor always that quick.

An alternative for the more adventurous type might be to join a highly successful FIMCO company as an internal business consultant, and move into the fast track on a different route.

B.A.T. (U.K. and Export) Limited is one of the country's leading exporters with a turnover in excess of £350 million. We have recently installed an IBM AS400 system under BPCS. The current development phase offers an excellent opportunity to use your financial training in a competitive business environment; broadening your experience whilst influencing the strategic business direction of our company.

You'll be providing the link between the finance and management services departments - challenging our existing systems and procedures, identifying opportunities and ensuring that the requirements of our financial users meet the needs of the business. It's a role at the forefront of our growth, and one which offers enormous potential for both corporate and personal development.

It calls for immediate credibility at all levels, strong business orientation, the enthusiasm to come up with innovative ideas and the energy, interpersonal skills and sheer determination to make them happen.

If you believe that you possess these qualities, and could make a significant contribution to our success, contact us for more details about the position, the attractive rewards and your long term prospects for a world-wide career in a senior managerial role.

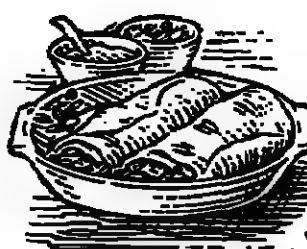
Your first step is to write with career details to Mrs L. Pascual, Personnel Department, B.A.T. (U.K. and Export) Limited, Export House, Woking, Surrey GU21 1YB. Telephone 0483 757555 ext 2442.



B.A.T. (U.K. and Export) Limited

## REGIONAL SALES MANAGERS

With STC Submarine Systems, the world is your oyster...your nasi goreng, your couscous, your dim sum, your chicken satay, your enchilladas...



As a Regional Sales Manager with STC Submarine Systems, you'll soon discover that your responsibilities are of truly global proportions. For a start, our underwater optical fibre cables represent a

pinch of technological achievement that will dictate the way the world communicates for many years to come. Secondly, the very nature of the product means that your Sales Region is essentially international and, with up to 100 days per year spent overseas, you'll be exposed to many different cultures and ways of doing business. Thirdly, and perhaps most importantly, you're as likely to be dealing with governments as you are with companies or individuals.

It all adds up to a sales challenge on a grand scale. In developing sales leads and managing to conclusion the procurement of



underwater cable telecommunications contracts, you'll be looking to establish long-term relationships through careful Account Management.

It's a brief that will involve you in

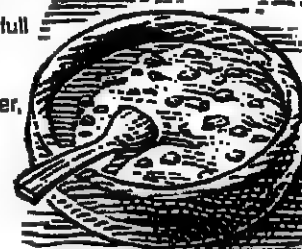
everything from export credit finance and local sub-contracting to liaising with government ministers and heads of major corporations. As such, proven commercial credibility and the ability to gain an in-depth understanding of the client's business are essential attributes.



Beyond that, you'll need a working knowledge of the global telecommunications market, excellent team leadership skills and a minimum of 5 years international marketing experience in high value capital products. You should be qualified to degree level in, ideally, electronic/electrical engineering or physics.

In return for your commitment and expertise, we can offer an excellent salary and benefits package, plus the promise of a uniquely rewarding career with a world-beating business.

Please send your full career details to Penny Cunningham, Senior Personnel Officer, STC Submarine Systems, Christchurch Way, Greenwich SE10 0AG. Tel. 081-858 3291.



STC SUBMARINE SYSTEMS

## Director of Marketing

NEW STRATEGY DEVELOPMENT ROLE - FOOD AND NON-FOOD SALES.  
NORTH WEST • £ ATTRACTIVE PACKAGE

Our client, part of a diverse, privately owned group of companies, has established an important UK niche in the distribution and sale of foods and non-foods to business customers. In 1991 the Company's 7,000 employees generated sales of over £700m from some 35,000 lines in 19 outlets across the country. Further expansion is already underway.

This is a newly defined role with considerable scope for personal growth and offering an opportunity to genuinely influence the future direction of the business. Reporting to the Chief Executive, you will combine the functions of marketing and strategic development as well as leading the tactical response to changing market conditions. Your compact head office team will provide research and analysis services and will control a major direct mail promotions activity. Close, productive relationships with Board colleagues in Operations and Trading will be essential for success.

Probably a graduate, you must already have considerable experience as a senior marketing specialist within a major retail, wholesale, mail order or similar organisation. Practical experience in food and non-food advertising and promotion, and in direct mail marketing would be particularly relevant. A combination of strategic thinking ability, a practical commercial approach to business and highly developed interpersonal and communications skills will help to establish your place on the senior team.

Interested applicants should send a detailed CV (including details of current remuneration), or telephone for an application form on 0625 533364 (24 hours) quoting reference 1920/ST.



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Emerson Court, Alderley Road,  
Wilmslow, Cheshire SK9 1NX  
Telephone (0625) 532446

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Attractive compensation to include company car and BUPA  
Heathrow/Uxbridge

Hasbro Europe is a division of Hasbro Inc., the world's leading toy company with an annual T.O of \$2 billion and with games such as Guess Who, Scruples, Pass the Pigs, Hero Quest and toys such as Sindy, Transformers, My Little Pony and Playmobil.

MB

### Product Group Development Manager

The success of our MB Games range owes much to the creativity and innovation of our Games Development Team. As leader of this team, you will develop games on a European basis from initial brief or inventor's prototype. You will follow each project through all stages of design and mock-up to final production, which includes game play and monitoring the progress of all products to meet specified costs, deadlines and budgets.

You should have at least four years' graphic design or 3D design experience, probably gained on consumer products in a creative design agency. Ideally, you will have a degree or equivalent in art and design.

In addition to a keen interest in games, you will need the creative flair and drive which will enable you to succeed in this fast-moving marketing-led business. Please give a brief critique of your favourite games when applying. Please quote reference RD921 on correspondence.

If either of these positions sounds like you, we can offer an attractive salary, plus performance bonus, company car, BUPA, excellent leisure/sports club facilities and superb working environment in our new European Headquarters.

Interested? Then send a CV to Peter Duckitt, UK Personnel Manager, Hasbro Europe, 2 Roundwood Avenue, Stockley Park, Uxbridge, Middlesex UB11 1AZ.

Sindy

### Product Development Manager

Due to the continued growth of Sindy as a major international fashion doll and accessory line, we wish to appoint a product designer to fill a newly-created role of Product Development Manager - Sindy. You will head up a team of talented and dedicated designers covering a range of disciplines from fashion design and doll design to product design of dolls houses and playsets.

You will be fully responsible for seeing projects through from initial ideas to final production in a high-profile and demanding role.

You will have at least four years' experience working as a product designer/design manager in consumer goods. A strong sense of fashion, youth culture and everything theatrical will all be considerable assets, as well as the ability to work under pressure, meeting exacting standards of design and innovation. Please quote reference RD922 on correspondence.



EUROPE

## SALES & MARKETING DIRECTOR

Substantial package +  
executive benefits  
N. Midlands

Our client is a long established UK market leader and has growing Exports - particularly within Europe. Part of a major British Group, the company has sales of around £70 million in their fashion-based sector of the building products market.

This position will take responsibility for a sizable Sales and Marketing operation staffed by young, dynamic teams. One of your key objectives will be to review the present strategies and to drive the business forward on the basis of sound business plans with particular emphasis on branding, design, distribution and export policies.

Probably aged 35-45 you will be of Degree calibre and should have operated at Board level within a high-volume sales environment - be it in building products, fmcg manufacturing or retail. You must have been accountable for sales exceeding £50 million with a corresponding sales and marketing infrastructure. Strong leadership skills will be allied

to proven success in achieving demanding financial and corporate objectives.

Salary is supplemented by a significant bonus element, share options, non-contributory family medical insurance and executive car. Rest assured, the financial rewards should not be a barrier to recruiting the high-calibre individual our client seeks, and there are genuine future career development prospects.

To find out more, call Bill Cogle, Director, on 061-834 4191 (office) or 0484 655937 (evenings 7.30 - 9.30pm); alternatively send your CV to him at Austin Knight Recruitment, 98 King Street, Manchester M2 4WD. Please quote reference P463.

Austin  
Knight

Austin Knight supports equality of opportunity in employment.

ADVERTISING • RECRUITMENT • COMMUNICATIONS

## Business Consultant

### Retail Banking

#### Thames Valley Based

£35-40,000 + Car

The Financial Services business unit of this major, global IT services company is poised for significant growth during the next few years. This key new appointment specifically relates to their new initiatives in branch banking where a number of new product and service offerings are being developed for branch re-engineering programmes.

Working closely with product marketing specialists, business developers and account management your brief will be to ensure that their branch banking product portfolio and market strategies match current and future market trends on an international basis. Through establishing effective working relationships with the major clearing banks and industry experts you will be expected to contribute fully to market intelligence, product development and, in due course, business growth.

Aged late 20s to mid 30s and of

graduate calibre, you will have several years relevant business, marketing or project management experience. This will have been acquired in a major clearing bank, building society, retail banking consultancy or possibly an IT vendor. You must have a sound understanding of the current issues, products and technologies influencing change within branch banking. It is essential that you are a clear strategic thinker with a practical 'hands-on' approach and strong interpersonal skills.

The position carries an attractive remuneration package and prospects for career advancement in this high growth division are first class.

To express an initial interest please write enclosing full career details, to Jerry Wright or Martin Noakes at Michael Page Marketing, Windsor Bridge House, 1 Brocas Street, Eton, Berkshire SL4 6BW. Tel: 0753 840858.



MICHAEL PAGE MARKETING

Specialist Recruitment Consultants  
London, Windsor, Birmingham & Leeds



**MARKETING DIRECTOR**

To bring strategic vision and general management potential to this complex business-to-business service operation

c.£60,000 + car

The company, a subsidiary of a major international group, leads the world in its own specialist sector. In the UK, a small team is being created at the centre to lead the operation to further profitable growth throughout the next decade. The operating divisions are already well served by decentralised marketing communications activities, but a marketing professional of the highest calibre is now to be appointed to add to the strategic perspective at the corporate centre. The role will be functionally responsible for all advertising and promotional work, and directly responsible for all PR and direct marketing operations, so it's not a job for an ivory tower theorist. In fact, the job is seen as a route to general management, so it is important that we identify genuine managerial strengths. Having said that, however, the major responsibility will be strategic: the ability to analyse the market and its needs and to review the core businesses which form the company's response will distinguish the best candidates. The necessary cerebral strength probably makes a good first degree inevitable, but that must be supported by the track record of the successful and practical commercial marketer. The most likely age range is late thirties/early forties. There are offices in West London and the West Midlands, so the M40 corridor seems an appropriate home base. Salary will be at least £50,000; a bonus package should certainly bring this up to £60,000, with the possibility of considerably more. Please send full career details, quoting reference WE 2064, to Terry Ward, Ward Executive Limited, 4-6 George Street, Richmond-upon-Thames, Surrey TW9 1JY. Tel: 081-332 0555.

**WARD EXECUTIVE**  
LIMITED  
Executive Search & Selection

**DIRECTOR OF RESOURCES**

To direct the efforts of the Finance, Human Resource and IT functions

Up to £60,000 + car

Central London

PRS, the Performing Right Society, ensures that composers and music publishers receive payment for the public performance and broadcasting of their works. Established in 1914, it now has a revenue of £150 million, is the largest copyright administration society in the country, representing 24,000 members in the UK and Ireland, and is a leading player internationally in this field. A small senior team directs the operation, setting the tone in terms of its commercial approach, and maintaining a close relationship with an elected General Council. We are looking for an experienced manager, almost certainly a graduate, to join that team, to play an influential role in the general management of the society and, specifically, to direct the support functions - IT, Finance, HR, and Office Services. Each of these functions is currently well managed and so, although candidates must be able to demonstrate a successful track record in at least one of these specialisms, and have significant experience in one of the others, our real search is for skills in communication, team building and motivation along with assertive, indeed inspirational, leadership. The nature of the Society itself, and of the functions reporting to the appointee, make it apparent that the best candidates will have a strong sense of service ethic, while the informal, highly consultative environment demands an easy, outgoing personality. We expect to appoint in the mid to late forties, but have no real prejudice on this score, nor about the background of the ideal candidate: we are, however, thoroughly prejudiced about the need to identify candidates of the very highest calibre. Please send full career details, quoting reference WE 2063, to Terry Ward, Ward Executive Limited, 4-6 George Street, Richmond-upon-Thames, Surrey TW9 1JY. Tel: 081-332 0555.

**WARD EXECUTIVE**  
LIMITED  
Executive Search & Selection

## SYSTEMS MANAGER

### combining large environment project management with broad business vision

c.£35k + car + benefits  
Hampshire

Even in the face of the deepest recession B&Q is one of the few retail chains to sustain real growth and profitability. Our continuous investment in IT as the platform for competitive business innovation has made us one of the retail industry's leading exponents of EDI and a dedicated user of CASE tools to engineer business-orientated systems solutions. That's why we're seeking a professional with the experience and power to gain user commitment to the benefits of joint (and rapid) application development techniques. It's a challenge that demands an excellent track record of large IBM environment project management and, ideally, expertise spanning major DB2 applications, knowledge-based systems, down-sizing and distributed processing. You'll be orchestrating the efforts of project managers leading teams committed to quality systems delivery, and making a direct contribution to business strategy. An initiator as much as a reactor, you are

looking at a chance to build the finest IT resource in the retail industry. Your own background need not be in retail, but empathy with a market-driven culture is essential.

An excellent package includes fully expensed 2.0L company car, performance-related bonus, profit share, pension scheme, free life assurance, 25 days' annual holiday, BUPA and relocation assistance where appropriate.

Please write with full cv to: Chris Mason, Systems Development Controller, B&Q plc, Portwood House, Hampshire Corporate Park, Chandlers Ford, Hants SO5 3YX. (No agencies please).

B&Q is an equal-opportunity employer.

**Business Development Managers**

Government Sector

To £40K + Bonus + Benefits + Car

Altrincham, Bristol, Camberley, Coventry, Stevenage, or Leeds

**The Company**  
Admiral Management Services Ltd is a wholly-owned subsidiary of Admiral plc, a quoted Public Company providing a full range of IT-related consultancy, from the concept stage through specification and development to implementation and training, for a wide range of customers in a broad spectrum of market sectors.

Admiral has achieved an unparalleled record of success since its formation in 1979. Despite the recession we are continuing to grow. Our recently published 1991 Report and Accounts shows record turnover and profits.

Our growth allows us to offer wide ranging career opportunities to our staff. We have a policy of promotion to the highest levels of management from within, based on merit and achievement.

**The Opportunity**  
Opportunities now exist to join the Business Development team of Admiral Management Services to help us continue our path of success.

**The Requirement**  
We are seeking to recruit experienced individuals with software development and IT consultancy experience gained over a number of years in a wide range of application areas including Government.

Your role as a Business Development Manager will be to identify, pursue and win new business from major organisations by building ongoing relationships with management at all levels in those organisations and working closely with the Admiral project teams to ensure high quality of service.

**The Rewards**  
As well as a realistic base salary, the remuneration package includes company bonus scheme, a car and a generous range of other benefits. Equally important, the opportunity will be given to demonstrate your potential and progress rapidly to the most senior management levels.

If you believe that you possess the skills and experience necessary to meet our requirements, then please write enclosing a full CV to:

Margaret Picken  
Admiral Management Services Ltd  
Kings Court  
91-93 High Street  
Camberley  
Surrey GU15 3RN  
Tel: 0270 0800781



FRUIT OF THE LOOM USA the dominant market leader of T-shirts, sweat-shirts, dresses/underwear will be recruit a NATIONAL SALES MANAGER for the FRUIT OF THE LOOM division in Germany.

The ideal candidate will be 35-39 years of age, have a good education and must be able to communicate in English and German fluently.

This person must have several years of sales/marketing experience in a disciplined FMCG industry, as a sales rep, key account manager/regional sales manager, and understand professional sales/marketing systems methods and techniques. These are mandatory requirements. Male leisure wear experience would be an advantage but it is not mandatory.

We offer an attractive compensation package consisting of a good basic salary, a truly outstanding bonus incentive plan and the usual fringe benefits. An appropriate company car will be provided. This is a new position created through planned expansion and clearly indicates future career growth opportunities. This important position should appeal to professional district/regional sales managers with aspirations to become national sales managers. These candidates are invited to reply.

Please send your written resume to:

Mr Paul Stone  
Director of Sales - Europe  
Fruit of the Loom Ltd  
17 Exeter Street  
London WC2E 7DU

**SENIOR EXECUTIVES**  
The Pathfinder Partnership are experts at marketing top level executives, particularly in the unadvertised job market. For an informal discussion call us today.

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CAREER ADVISORY CONSULTANTS

## SALES DIRECTOR

for  
**Prestigious National House Builder**

Package to £40k plus Car and Benefits

My client urgently needs to meet a Sales Director with an impressive track record in private housing.

You must be capable of generating and controlling sales in excess of 250 units per annum.

To apply send a copy of your CV together with a list of those companies to whom you would not wish your CV introduced, to: Stuart Lloyd at First Option Resource, Regency House, 51 London Road, Horsham, West Sussex RH12 1AN.

## VISIONCARE PRODUCTS

### marketing communications manager Europe

SURREY  
c£30,000 + Car

We are a world leader in the Visioncare market, with an aggressive marketing driven growth strategy across Europe. As a key member of the European Regional HQ, you will lead the development of marketing and sales communications to support these plans.

Working with the marketing and sales managers of our European operating companies you will devise communication strategies and plans, and then develop the materials which will include print advertising, brochures, sales presentations, point of sale, trade fair presentations, newsletters and public relations programmes. Your primary focus will be new and key established products.

Your marketing communications experience ideally will have been in a

pan-European setting either in an advertising agency or on the corporate side. Though you will help us retain a top flight free lance copywriter and art director or a quality small agency to supplement your efforts, you should have first class conceptual and writing skills that will enable you to communicate to technical and non technical audiences. Your in-depth experience must include successful project

management in which you delivered timely creative solutions within a tight budget.

Probably in your thirties, you will have a graduate calibre mind (preferably with a postgraduate marketing qualification), a persuasive personality and experience as a team leader. Fluency in another European language would be helpful, but not so important as cultural awareness.

Please send a CV, photograph and covering letter outlining how you match our requirements to our Consultant, Caroline Richards, at Austin Knight Recruitment, Knightway House, Park Street, London Road, Penge, Surrey GU19 5AQ. Please quote ref: YR 833. For an informal discussion telephone her on 0276 51410 (office hours) or 081 691 2585 (evening/weekends).

**Austin Knight**

**General Manager**

Northern Ireland Package c.£45,000

Our client is part of a leading international group with a strong market position in dairy products. The group is now seeking a General Manager for its Northern Ireland company. A substantial investment in new processing technology and an expansion in production will provide the opportunity for the achievement of significant performance benefits, and a challenging role.

With a turnover of over £40 million and 150 staff, the position calls for a high level of leadership and managerial skills, and the ability to make a major contribution to strategic business development. There will be a particular focus on identifying technology and technical developments which ensure the company has highly efficient operations.

Candidates should be qualified in food technology/food science or a related subject, have strong commercial acumen, a commitment to quality, and the drive to get results. Sound experience of food processing management will be essential, preferably gained in cheese and downstream products.

Remuneration package will be highly competitive, reflecting the responsibilities of the position and include a company car.

To apply, please send full career and personal details, quoting reference GM/882 to: Philip Heaton, KPMG Management Consulting, Stokes House, College Square East, Belfast BT1 6HD.

**KPMG** Management Consulting

**CAPITAL MARKETS PROFESSIONAL**

A high profile challenge with the opportunity to shape the future

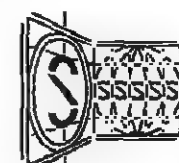
Executive package

Our client, a market leader within the financial information and technical analysis markets, is currently seeking a specialist sales person with experience of a Bond Sales Desk or investment organisation ie: Pension Fund Manager.

This is a new project within a blue-chip organisation and the appointee will help spearhead the launch of a £ multi-million product. Excellent communication and negotiating skills are pre-requisite.

We would be particularly interested in hearing from individuals aged between 28 and 35 years with first-hand experience of the government securities market, eurobonds, futures and options.

The substantial remuneration package will reflect both the importance of this position and the successful candidates' broad based experience including a thorough knowledge of portfolio theory utilising PC products.



Applications in writing please to:  
Roger Hawkins, Oriol Search Limited,  
Oriol Lodge, Dunmow Hill, Fleet,  
Hampshire GU15 9AN Fax: 0252 811040

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Mainland Executive Services  
22 Suffolk Street, Birmingham B1 1LS  
Tel: 021-643 2924 (24 hr) Fax: 021-643 4272



## Senior Project Manager

This £75m+ flagship project demands your total management

MIDLANDS/NORTH : Up to £40k Package + Car

When it comes to investment very few companies can claim the same level of commitment as this one. And as if this wasn't enough, much of this investment is in flagship projects.

Commercially sound, and with an objective to operate the very best environmental practice, rewards are commonplace and quality pervades throughout the company. Nowhere is this quality more important than in the professionals who initiate and implement these solutions.

Such a high calibre professional is needed to take complete responsibility for managing what can best be described as one of the highest status projects in this Company's waste disposal portfolio. It represents long term and significant investment and is fundamental to the achievement of future goals.

This brief really is two-fold. It demands someone who can manage a project from strategy to construction, commissioning contractors, drawing together and motivating a

professionally diverse multi-disciplinary team; yet at the same time represent the company on all levels, from public enquiries to lectures.

Essentially you need to be a highly driven Chartered Engineer with at least 15 years' experience with a civil, mechanical or process technology background. Your project management experience should have involved you in schemes in excess of £40m, exemplified by your team building, communication and management skills. It is critical that you can deliver project completion on time and to budget.

Make no mistake, the rewards will equal your commitment. Professional autonomy is complemented with a benefits package which includes: bonus, company car and assistance with relocation, where appropriate.

In the first instance send your CV to Andrew Russell, Ref 34024, MSL Group Limited, Quadrant Court, 50 Calthorpe Road, Edgbaston, Birmingham B15 1TH.

**MSL International**  
CONSULTANTS IN SEARCH AND SELECTION

## Strategic Sales Executive

Electronic Manufacturing — Europe

Neg. c£32k + Car + Benefits

Our client is a highly successful electronic manufacturing operation whose reputation is based on its total commitment to its customers. They are currently looking for an experienced sales executive to develop their already prestigious client base both in the UK and throughout continental Europe.

Probably aged 30-45, you will be educated to degree level (an MBA an advantage) with proven sales experience at a senior level, working with multi-national companies. A manufacturing background and an in-depth knowledge of telecommunications or information technology industries is essential and familiarity with engineering would be an advantage. Your strong

communication skills, tenacity and demonstrated negotiation skills will also be key to your success.

Your location is not important, as you will be expected to spend about 30% of your time abroad, but you must be able to travel to our head office in Scotland regularly.

In addition to an attractive salary our client offers an excellent benefits package.

Please write with full CV. This will be forwarded direct to our client. List any companies to whom your details should NOT be sent quoting reference 66571 to Shona Christian, MSL Advertising, Allan House, 25 Bothwell Street, Glasgow G2 6NL.

**MSL Advertising**

## Investor Relations Manager

£40K +

ScottishPower is thriving in adapting to the dynamics of the private sector. A clear corporate strategy has been set in motion, and ambitious targets have been set.

The Company operates through autonomous business divisions, led and integrated by a small and professional corporate team. The Investor Relations Manager will be part of this corporate team, which has been undertaking an extensive investor relations programme, and this newly created role emphasises our commitment to these activities.

Reporting to the Company Secretary, you will be an intelligent and highly articulate professional capable of liaising with institutions, analysts, journalists, and opinion formers.

While maintaining liaison with investors in general, you will plan a programme of external contacts, organise and manage meetings and presentations, and will ensure full, accurate and up to date contacts and meetings records. You will also continuously monitor the standing of the company in the City, provide inputs to investor relations strategy, and will play a key role in the annual and interim results announcement process.

You will have at least five years' experienced knowledge of the City and its workings, ideally including an established network of relevant contacts. Financial, economics or business qualifications are appropriate, coupled with the ability to develop and to nurture positive relationships. The ability to present ideas and information with clarity and conviction, and highly developed administrative skills are essential.

Salary is negotiable and benefits include a performance related bonus, car, private health cover, and contributory pension. Relocation assistance is available.

The West of Scotland affords a high quality of life, with beautiful countryside and fine coasts within easy reach. Glasgow is itself a thriving international City with a diverse range of high quality choice in leisure and cultural activities.

Applications in the form of a full CV and a covering letter indicating the reasons for your initial interest in this opportunity and your current earnings, should be submitted to the Director of Personnel, Scottish Power plc, Cathcart House, Spear Street, Cathcart, Glasgow G44 4BE. All correspondence will be treated in the strictest confidence.



**ScottishPower**

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So if you think you've got what it takes, can drive and have the use of a car, call us on 0800 385 388, and quote ref. number T19116 to find out more.

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**MANRO**  
MANAGEMENT CONSULTANTS

We are an international management consultancy dedicated to the improvement of profitability within our client companies. Our approach is to implement the changes required in the areas of strategic direction, operational control and effectiveness, to give our clients tangible bottom line results.

To support our growth we are looking for experienced consultants who are ready to take the step into Project Management.

Candidates for the position are likely to be aged over 28 and be educated to degree standard.

Please apply in writing with C.V. to:

Mrs V Peirce  
Manro Ltd  
Fourways House  
18 Tarriff Street  
Manchester  
M1 2EP

LONDON SW3  
**FINANCE MANAGER**  
SALARY £19K-22K (neg)

A young and dynamic group of companies involved in marketing, sports sponsorship, music, cultural and media activities requires a Finance Manager. Reporting to the Financial Controller, the position requires a 'hands on' approach to both financial and management accounting functions, commercial awareness, interpersonal and communication skills, and the ability to operate effectively within a fast moving environment. Ability to speak Spanish and Italian would be an asset, some overseas travel will be required.

Applications in writing only with a full CV to the Personnel Manager, Parallel Media Group plc, 2 Basil Street, London SW3 1AA.

## MANAGEMENT CONSULTANCY

Business Development

Package £35,000 to £50,000, plus benefits

Our client is an unusual and uniquely positioned management consultancy, offering a range of services. It is based in Scotland and operates throughout the UK. During the past two years it has continued to develop the diversity of its target markets and is emerging from the recession considerably stronger than most of its competitors.

The company now seeks one or two dedicated and experienced entrepreneurial professionals to further develop its penetration into selected sectors. You will be working with large industrial companies and will be responsible for developing business in areas such as manufacturing strategy, business improvement, flexible working practices, MRPII, quality and procurement.

Successful candidates will be in the age range 27-40, have a good honours degree and considerable previous experience in consultancy. They must be able to demonstrate a successful career in business development in IT, consultancy or human resource development.

Our client offers an excellent, performance-based package with the full range of large company benefits. In addition to a quality Scottish lifestyle, the client also offers a key position in a consultancy operation poised for considerable future growth.

Please reply, enclosing full details to: The Chief Executive, SI Associates Ltd., Exchange House, 229 George Street, Glasgow G1 1RX.

**SI ASSOCIATES LIMITED**

## Warehouse & Distribution Manager

EAST ANGLIA • CIRCA £35,000 + BONUS + CAR

Here is an outstanding opportunity to join a blue-chip FMCG manufacturer who continues to enjoy profitable growth through the success of their famous brands. The appointee is expected to contribute to the overall progress of the business through the development of 'supply chain management' concepts in conjunction with other company wide change initiatives.

Reporting to the Logistics Director, you will focus on continuous improvement of distribution service levels to retail customers through the effective management of a 24 hour warehousing and national trucking operation. A major investment programme includes new warehousing facilities and upgraded computer systems to support DRP and 'best practice' inventory management. Graduate calibre applicants, aged 28-40, will have gained relevant knowledge in a similar role with a quality driven high volume manufacturer. Any experience with a substantial contract distribution company would also be highly valued.

The excellent remuneration package indicated is supported by first class benefits and full relocation assistance to this particularly attractive location. Career development prospects are excellent within this international organisation.

Interested applicants should send a detailed CV or ring for an application form on 0625 533361 (24 hours) quoting reference 19225T.

**WICKLAND WESTCOTT**



HUMAN RESOURCE CONSULTANTS  
Everest Court, Alderley Road,  
Wilmslow, Cheshire SK9 1NX  
Telephone (0625) 532446

## HEAD OF PURCHASING

Yorkshire

Senior Management

compensation package, car

This substantial plc is a leading British designer and manufacturer of ladies' and children's clothing. It supplies major high street retailers and has operations both in the UK and overseas. The ability of their purchasing function to respond effectively and professionally to a fast moving, multi-product and fashion-oriented market is critical to their on-going success and development. This is an extremely challenging role. Reporting to Board level, responsibility is for purchasing the total fabric and trimmings requirement of the Group. There is a department of 20 highly motivated staff. Emphasis will be placed on the development of responsive and practical purchasing systems, designed to handle a wide variety of large and small suppliers. Candidates, aged 35-45, should be graduate purchasing professionals with experience at a senior level in garments or textiles, and have been trained by a blue chip company. A high calibre individual is required with the intellectual resilience to operate in this entrepreneurial, expansive group. The prospects are very real and the rewards are as expected of a successful company. Please forward in absolute confidence a full curriculum vitae to Adderley Featherstone plc, 6 Lisbon Square, Leeds LS1 4LY. Tel: 0532 444074. Fax: 0532 451578.

**ADDERLEY-FEATHERSTONE plc**

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## EUROPEAN MARKETING

Worldwide  
Brand Leader

Central London  
Top Package

**ALBEMARLE**

EXECUTIVE RECRUITMENT • INTERIM MANAGEMENT

This international drinks company has an enviable growth record in sales, profits and brand share. Ambitious plans for the future create the need for an Assistant Marketing Manager to handle the full range of marketing activities for a group of European markets offering considerable development potential.

Responsibilities will include substantial advertising and promotional campaigns, market research, pricing, sales promotion and close liaison at all levels with major distributors.

The challenge is to join one of Europe's most professional marketing operations where standards are uncompromisingly high, the atmosphere invigorating and the pace fast. Around a quarter of one's time is spent abroad. Career prospects are good and include opportunities in the UK, mainland Europe and the US.

Candidates must meet each of these criteria:

- blue chip FMCG marketing experience
- involvement in substantial advertising and promotional budgets
- a proven international outlook with the desire to travel
- working fluency in at least one other European language
- a good degree
- 24-28 years of age with stature and maturity

An excellent salary is negotiable in addition to a car, medical insurance and non-contributory pension scheme.

Please write to: Peter Southgate, Albemarle Consultants Limited, 18 Great Marlborough Street, London W1V 1AF.



## GENERAL MANAGER

Nr. Scunthorpe c. £50k plus Quality Car

### The Power

Performance with quiet efficiency is prerequisite long before Britain's newest, independent power station begins generating more than just professional interest. To achieve this we need an exceptional General Manager for up to 3 years. Somebody capable of taking over complete responsibility for the operation of the Company (which is jointly owned by Norweb plc and Scottish Hydro-Electric plc) during the vital construction phase.

### The Performance

A senior professional with extensive experience of large construction projects. The intellect and confidence to impress the Board with sound budgetary and business plans. The presence to supervise effectively senior Engineering, Financial and Administration managers. The judgement to appoint the right advisors and lead vital negotiations with contractors, banks and power purchasers. The application to ensure all legal requirements are fully met. The personality to promote the good image of the project through public relations.

We need somebody with the experience and inspiring management style to ensure this 680MW combined cycle gas-fired power station is built to performance specification, time and budget.

If you have the power to get the job done we would very much like to talk to you. Applications will be treated in the strictest confidence. CVs should be sent by the 19th June to: Vincent Donnelly, Company Secretary, Keadby Power Limited, 16 Rothessy Terrace, Edinburgh EH3 7SE.

Equal consideration will be given to all applicants irrespective of sex, race, creed or disability.



## PRODUCTION DIRECTOR

City Technology is the world leader in the development and manufacture of gas sensors, achieving 30% year on year growth in business activities driven by safety and environmental legislation. Turnover is currently in excess of £9 million.

To continue this rate of progress we require a Production Director capable of facing the challenge of developing a highly efficient manufacturing operation to ensure continuity and quality of supply to our customers.

The position will involve introducing innovative manufacturing techniques to achieve greater efficiency and output; developing a highly focused production team; balancing day-to-day production demands with longer term development plans; and identifying and implementing the changes necessary to keep pace with the rapid growth of the business.

The successful candidate will probably be in their late 30's and a graduate with an engineering or science background. The individual must also have proven experience of scaling up a production environment to continuous processing, excellent people management skills and the natural ability to be an active team player.

Commensurate with the importance of the position we are offering a remuneration package of c£40K plus company car and profit-sharing bonus. Please send CV's in the first instance to Mary O'Connell, Personnel Manager, City Technology Limited, City Technology Centre, Walton Road, Portsmouth PO6 1SZ.



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is a newly created 'not for profit' society which will manage 31 homes for elderly people after their transfer from Hertfordshire County Council.

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You will need to have the flair and foresight to guide your team over the inevitable obstacles associated with a five year refurbishment and rebuild scheme.

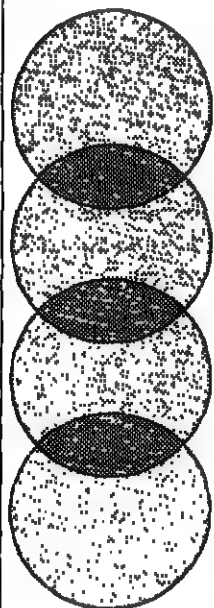
You will also need extensive management expertise and commitment to lead an organisation employing over 1500 staff caring for 1420 residents with an operational budget of £18 million.

Although a qualification in social services or management will be beneficial, your experience and personal suitability will be the crucial factors for a successful application.

If you would like any further information or an application form please telephone Linda Skitt on 0925 - 830230 who will also refer any request for a discussion to the appropriate person.

Completed applications forms must be received by 17th June

Both CSL and Quantum Care are equal opportunity employers



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**AN EXCELLENT OPPORTUNITY:** ■ To build a profit centre ■ To become a market leader in a small niche market ■ To sell quality products ■ The chance to progress to the limits of your talents ■ To earn a remuneration package reflecting your achievements ■ To prove yourself and achieve.

If you feel you could succeed in the post write with full career details to J Sutcliffe, Sutcliffe, Schroder Law, Executive Search, Elm House, 8 Talbot Park, Hornchurch, Essex, RM11 2QR.

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Our client is a world-leading supplier of high quality engineered products and systems to major OEMs in this country and overseas.

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Starting salary £13,118. The successful candidate will be required to live on the premises.

For further details and application form please write, enclosing 9" x 6" S.A.E., to Miss Jenny Smith, The National Trust, Wessex Regional Office, Eastleigh Court, Bishopstrow, Warminster, Wiltshire, BA12 9HW.

Closing date for the return of completed application forms is Friday 3 July 1992.

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Informal enquiries may be made to the Rector, Professor Frank Gould on 081 849 3630.

Further details and application form from Personnel Services, Polytechnic of East London, Romford Road, London E15 4LZ. Tel. 081 590 7722 ext 4321. Please quote ref. no. 18/N/92. Closing date 26 June 1992.

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## THE SYSTEMS HOUSE

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The Marketing Manager,  
Columbus Travel Insurance,  
17 Devonshire Square  
London EC2M 4SQ

### RETAIL SALES STAFF

Previous sales experience as well as computer literacy desirable but not essential as in-house training will be given. Candidates should be self-motivated, cheerful and well presented and able to work as part of a dynamic team. Excellent telephone manner essential as well as a strong commitment and desire to succeed. Salary negotiable according to experience.

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to participate in the total marketing effort of our rapidly expanding Travel Insurance and Business Travel divisions. You must be well presented, highly motivated, adaptable and a team worker. Previous sales experience is desirable and good interpersonal skills essential. Duties may include some Business account development and outside sales calls. You should have an excellent command of written and spoken English and be determined to succeed. This is not a conventional 9 - 5 position and offers excellent career development potential for the right candidates.

Salary negotiable according to experience.

Applications for all positions should be addressed to Marketing Manager, Columbus Travel Insurance, 17 Devonshire Square LONDON EC2M 4SQ enclosing full CV and details of current salary

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In over 30 countries, Finexco Consultants offer expert financial advice and guidance, operating independently though always to the very strictest business protocols.

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If you are bored with being bitten by recession and would welcome the chance to snap back in style, please send your CV, a recent photograph, and a covering letter to:

Cathy Williams, Ref: 4-11,  
Finexco Personnel Services Ltd.,  
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Your experience of business is most important, so whilst it is unlikely that you will be aged under 26, we do not consider an upper age limit.

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Or you can call regional offices: South 021 828 8010 Bristol 0272 708843 Birmingham 021 200 5736  
Careerline 19 Chiswell Lane, London SE11 3LJ. Tel: 071 734 3879 Fax: 071 734 2630



# Help, we need somebody . . .

Management's Red  
Adairs are hired to  
solve a short-term  
crisis, reports  
Godfrey Golzen

Temporary workers make up 6 per cent of the UK workforce, according to the Department of Employment's latest Labour Force Survey. Up to now they have been concentrated well below management level, but that is changing.

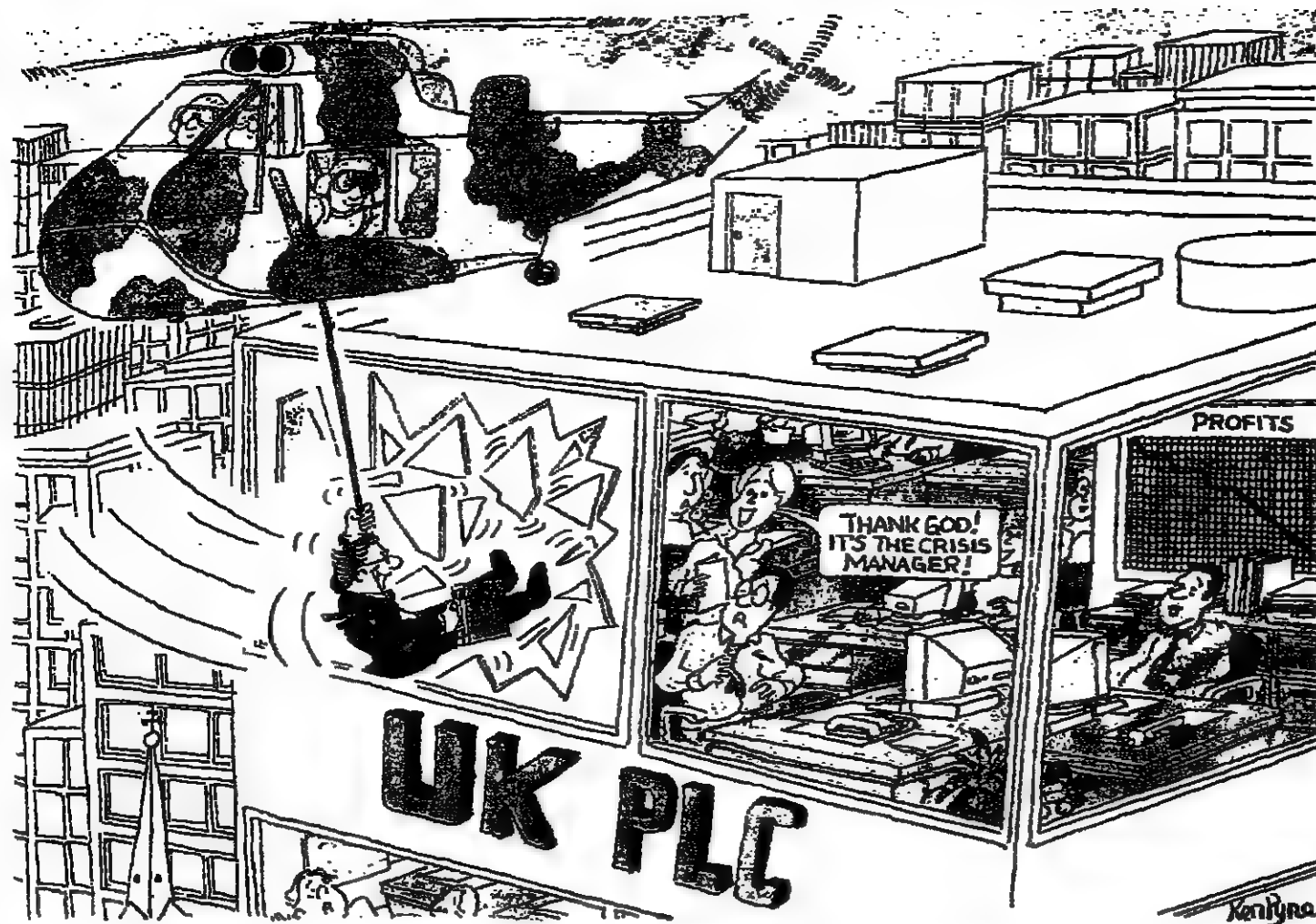
The Association of Temporary and Interim Executive Services (ATIES), a trade body representing interim management firms, reports "a noticeable increase" in corporate enquiries to its members.

Interim management, or executive leasing as it is also known, is an amalgam of trouble-shooting, company doctoring, consultancy and straightforward temporary work. It operates on similar lines to office temping, its distant cousin.

The Executive Grapevine's Directory Of Interim Management (price, £18; details, 081-318-4462), lists 70 interim management firms. These firms maintain a register of executives, from which they supply an individual or a shortlist to clients at short notice for assignments. These may be full-time or part-time, lasting from a few weeks to several months. As well as being quickly accessed, the employment of interim managers can be terminated quickly and without penalty.

A typical use of interim management is when someone leaves unexpectedly and in circumstances where there is no time for the lengthy process of finding a permanent replacement. When the transport division of The Crown Suppliers lost its finance director while in the throes of negotiating privatisation, someone was needed who could take over the job for several months, and who could combine financial expertise with relevant sector knowledge. A tall order, but GMS Consultancy, an interim management firm, came up with Keith Archbold, a chartered accountant with 20 years of board-level experience in a major vehicle business.

Other firms say that crisis management is an area in which interim management can provide



the ideal solution. Carl Hague of Praxis, a Birmingham-based interim management firm, says it is like fire-fighting, calling for fast action by experienced operators.

When an electronics multi-national recently found heavy losses mounting in its French subsidiary, it turned to a British interim management provider, Robert Walters Associates, which put in Peter Hawkins, a French-speaking 45-year-old with a relevant background in electronics. Some months into his new assignment, Mr Hawkins has stopped the rot and thinks the French company will be in profit next year, at which point he will hand over to a permanent successor.

Mr Hawkins admits that one of the secrets of being a good crisis manager is a willingness to shed blood. "I never take on a job unless I am named acting managing director, with full responsibility to hire and fire," he says. "Unless you

get the right people in place, you cannot get anything done."

Once the dead wood has been cleared, the next stage is to build on what is left. Mr Hawkins argues that for this, an interim manager needs to have industry and product knowledge.

"You're generally brought in because of a financial problem, but that's only the symptom. The underlying problems of this particular company were bound up with its product range and its marketing, which is where my experience of the electronics business came in," he says.

An advantage that interim managers have over management consultancies is their range and experience. Martin Wood, the head of PA Consulting Group's executive leasing division, explains: "Management consultancies are primarily concerned with analysing situa-

tions and recommending courses of action. When the job calls for implementation over a limited time span, it's a task for an interim manager."

From the corporate point of view, the rigorous pre-selection procedures used by interim management firms provide a measure of quality assurance. For the individual, the advantages are in the marketing of one's services and in the operational back-up available.

"When you're on an assignment it's very difficult to make time to look for the next job," explains Alan Gorrington, an accountant currently working through Albemarle Interim Management Services on the development of budgetary systems for one of the civil service bodies being turned into entrepreneurially orientated executive agencies.

Some interim managers do, however, criticise the quality of marketing carried out by intermediaries. That is why a venture

recently started by Bill Penney, a pioneer of interim management, may fill a need. Questor Management Resources aims to provide clients with a nationwide database of information "of those pursuing portfolio careers of short-term temporary or long-term part-time assignments". With many high-quality managers on the market, and companies still uncertain about their future, his timing looks good.

● ATIES, 36-38 Mortimer Street, London W1N 7RB (071-323 4300); GMS Consultancy Ltd, 48 High Street North, Dunsbury, Beds L26 1LA (0582 666970); Praxis, 18 Bennett Hill, Birmingham B2 5JQ (021-616 2242); Robert Walters Associates, 25 Bedford Street, London WC2E 9HP (071-379 3333); AIMS, 18 Great Marlborough Street, London W1V 1AF (071-437 3611); PA Consulting Group, 123 Buckingham Palace Road, London SW1W 9SR (071-730 9000); Questor Management Resources (0703 457775).

## LIFE AFTER REDUNDANCY

### Lost leaders need fresh directions

It may be lonely at the top, but it's even lonelier when you're no longer there. David Shaw recalls the feeling of isolation when his job as managing director of a large manufacturing unit of a leading international company became "superfluous" due to head office restructuring. "There was no one to compare notes with, or confide in," he says. "I felt a failure, and completely alone because of my position."

Peter Morgan, director general of the Institute of Directors, claims that "the recession has created an urgent need to extend practical help to directors experiencing job losses". The IoD has set up a scheme which claims to be the first outplacement counselling available for individual

failure. A high-flying executive often ties in his or her own self-image with the status of the job, and when that goes, so does a sense of identity.

David Shaw was stunned when he became redundant. "One day I was in charge, the next day I was nobody," he says. "I felt bitter towards the organisation for repaying hard work and loyalty with what I saw as betrayal."

Ms Lane confirms that anger is a natural part of the emotional pattern after redundancy. Many directors, when they are first made redundant, believe that as soon as it becomes known they are available the job offers will come rolling in — or that they will be offered the first job for which they apply. Depression often follows disillusion. Yet every executive, Veronica Lane says, has a unique selling point. "Faced with a row of financial directors," she explains, "you would find that each has very different talents."

One may be analytical and a brilliant "number cruncher" while another is a strategic thinker, and a third would make a good planner or general manager because he or she is more interested in the whole business world.

The ability and drive which got someone to the top of a company will resurface, given encouragement, after the initial shock of redundancy. David Shaw, who was recently appointed managing director of an engineering company, soon lost his sense of isolation. "When I went for outplacement counselling," he says, "it helped restore my confidence to find that a lot of talented people who had been running companies were in the same situation."

● The Institute of Directors, 116 Pall Mall, London SW1Y 3ED (071-839 1231); Pauline Hyde and Associates, 20 Lincoln's Inn Fields, London WC3A 3ED (071-342 4875).

'When the job goes, so does an executive's sense of identity'

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BURA is seeking a senior executive to heighten the profile of the Association, to widen its membership, as well as assisting the administration of the office, in order to maximise BURA's assets and resources.

Experience in urban regeneration would be an asset, but it is more important for the candidate to possess strong communication and managerial skills, with ability to deal with executives and officials at the highest level.

Candidates should send a c.v. and photograph to

Gerald Cary-Elwes, Secretary General, BURA,  
33 Great Sutton Street, London EC4V 0DX.

CLOSING DATE FOR APPLICATIONS IS 18 JUNE 1992

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NAG

Please apply to:  
The Administrator, The Numerical Algorithms Group Ltd,  
Wilkinson House, Jordan Hill Road, OXFORD, OX2 8DR  
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2 individuals aged 23-28, with sound academic background required.

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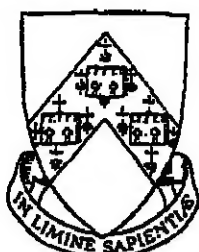
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Persons interested in being considered for this appointment or wishing to suggest possible candidates are invited to write in confidence to Anthony Saxton (Chairman), Saxton Bampfylde International plc, 35 Old Queen Street, London SW1H 9JA (Fax 071 222 0489, Tel 071 799 1433).

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The candidate should also have knowledge of estimating and labour organization and deployment. Reporting directly to the Chief Executive.

The eventual aim is to succeed the retiring Managing Director.

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Base 51 is a new, exciting development in Nottingham and is to be a full time drop-in centre for young people. The structure of the centre is an independent and autonomous project drawing on a multi agency base of support and funding. The centre will be targeted at all young people, aged between 12 and 25, of all races, sex, and regardless of their sexuality or ability, who have limited access to, or use of, existing social, recreational and/or health services. Counselling, recreational, legal and educational services, together with specialised health services will be provided. HINT is currently looking for the following staff for BASE 51:

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# Tripartite relationship required for supervisory jurisdiction

West v Secretary of State for Scotland

Before the Lord President (Lord Hope), Lord Cullen and Lord Macfadyen (Judgment April 23)

The distinction between public and private law was not the test of the competency of an application for judicial review, for the supervisory jurisdiction could be exercised wherever there was a tripartite relationship between a person to whom a jurisdiction to take decisions had been entrusted, the person by whom it had been entrusted, and the person or persons in respect of whom that jurisdiction was to be exercised.

The First Division of the Court of Session so held, refusing a claimant's motion by William Lauriston West against an interlocutor of the Lord Ordinary dismissing as incompetent a petition for judicial review brought by him against the Secretary of State for Scotland seeking review of a refusal by the Scottish Prison Service to reimburse him for the expenses of moving home when in his service as a prison officer who was transferred from one prison to another.

Rule of Court 260B of the Act of Sederunt (Rules of Court, consolidated and amended 1965) provides: "(1) An application to the supervisory jurisdiction of the court which immediately before the coming into the operation of this rule would have been made by way of summons or petition, shall be made by way of an application for judicial review in accordance with the provisions of this rule."

Mr Neil Macdonald for the petitioner and defender, Mr Matthew Clarke QC and Mr Robert Reid for the respondent.

THE LORD PRESIDENT said that it was now necessary for guidance to be given as to the scope of the procedure under Rule of Court 260B for invoking the court's supervisory jurisdiction, which had been introduced in 1985, and governed all applications for judicial review.

The petitioner held his appointment at the pleasure of the Crown. He had no formal contract of employment, but his conditions of service gave rise to rights and duties of a contractual nature which might be enforceable.

The decision which was challenged had been taken under paragraph 80 of his conditions of service: "Not all types of transfer qualify for reimbursement of home removal expenses and it is a matter for personnel services division's discretion in all cases whether... payment [is justified]."

Notwithstanding the reference to the division, it had been for the Prison Service, and not some third

party to whose jurisdiction the matter had been committed, to decide whether he was to be reimbursed. The issue was of the nature of a private dispute between him and the Prison Service, indisputable from any other employee-employer dispute.

Mr Macdonald had invited their Lordships to consider the early history of the Court of Session from its institution in 1532, and he drew attention to the significance for its development of the abolition of the Privy Council in 1708. That act of the new Parliament at Westminster had left a significant gap in the administration of justice in Scotland.

Prior to the Union, the Privy Council had exercised a wide equitable jurisdiction of a kind which had not then been enjoyed by the Court of Session (Sheriff McNellie *The Passing of the Scottish Privy Council* (1965 J.R. 263); Hill *Burns Register of the Privy Council* (vol 1) (Introduction)).

However, no enactment had been passed in 1708 to distribute the jurisdiction of the Privy Council, so it had been left to the Court of Session itself to develop its own jurisdiction in order to provide an extraordinary equitable remedy where none was available within the strict limits of the law (Kames *Principles of Equity* (3rd edition, 1766); Kames *Historical Law Tracts* (4th edition, 1778); Erskine 1.3.23).

In *Countess of Loudon v Trustees on the High Roads in Ayrshire* (1793 M.738) it had been held that "the judgments of the quarter sessions were not liable to review... points... which were discretionary in their nature, and in the exercise of the powers exclusively committed to the trustees. But... a right to review, in the case of the strictest excess of power, was essential, and was not excluded by the words of the act. It could not be supposed... that the trustees or justices were meant to be themselves the sole and exclusive judges of the extent of their own powers."

In *Moss v Perth v Trustees on the Road from Queensferry to Perth* (1756) Kilmarnock's Notes, Brown's Supplement vol 5, 318 Lord Kilmarnock had observed a clear distinction between review on the merits and control of the process of decision making. One could see there, even at the earliest stage of its development, the emergence of a clearly defined principle that, where an excess or abuse of power or jurisdiction conferred on a decision-maker was alleged, the Court of Session had the power to correct it (see *Hutton v Corstorphine v Ramsay* (March 10, 1812, FC 544); *Ross v Findlater* (1826) 4 S.514; *Guthrie v Millar* (1827) 5 S.711).

*Campbell v Brown* (1829) 3 W & S 441 had affirmed the principle which defined the limits of the supervisory jurisdiction of the court. On the one hand there was no jurisdiction to review the judgment of the inferior tribunal on the merits. On the other hand the court had authority to see that the decision-taking body kept within the limits of its duty and did not exceed the authority which had been given to them (see *Darling Jurisdiction of the Court of Session* (1833, p.15)).

While the extent of the supervisory jurisdiction was capable of a relatively precise definition, the substantive grounds on which that jurisdiction might be exercised would, of course, vary from case to case, and might be adapted to conform to the standards of decision-taking as they were evolved from time to time by the common law.

In *Forbes v Underwood* (1886) 13 R.465, 467 Lord President Inglis had said about the jurisdiction of the Court of Session to compel an arbitrator to proceed: "The position of an arbitrator is very much like that of a judge in many respects, and there is no doubt that the jurisdiction of the court... falls to perform his duty... there was a remedy in this court. The same rule applies to a variety of other public officers... who are under an obligation to exercise their functions for the benefit of the parties for whose benefit these functions are entrusted to them... It appears to me that the parallel between the position of an arbitrator and the position of inferior judges... is complete, and that the two are quite undistinguishable in this question of jurisdiction."

That showed that the principle upon which the supervisory jurisdiction was exercised was not affected by distinctions which might exist for other purposes between public bodies and those who exercised a jurisdiction under a private contract. Nor was it necessary to enquire whether the decision of the inferior body was administrative in character.

The essential point was that a decision-making function had been entrusted to that body or tribunal which it could be compelled by the court to perform. In all those cases the essential feature was the conferring, whether by statute or private contract, of a decision-making power or duty on a third party to whom the taking of the decision was entrusted but whose manner of decision-making might be controlled by the court.

That approach had been maintained throughout this century prior to the introduction of RC 260B: for example *McDonald v Burns* (1940 SC 376); *Moss Em-*

*pires v Assessor for Glasgow* (1917 SC (HL) 1). The unimportance for that purpose of the distinction between public and private law could be seen from *McDonald*, which had concerned proceedings in the Catholic Church, and also from *St Johnstone Football Club Ltd v Scottish Football Association Ltd* (1965 S.L.T. 171).

The consistent approach for more than two centuries prior to 1985 had been both simple and understandable, untroubled by disputes about the scope of remedies or distinctions between public and private law which in England had given rise to much difficulty.

Moreover, the development of the law of Scotland in that field had not been on a case-by-case basis but on the basis of principle.

The only point of criticism had been that to which Lord Fraser had drawn attention in *Brown v Hamilton District Council* (1983 SC (HL) 1), that the procedure for obtaining judicial review from the Court of Session was too slow and cumbersome. When he came to make his recommendation for reform, however, Lord Fraser had used expressions which had been relied upon in later cases as suggesting the limits for judicial review under the new rule.

In *Brown* he had said (at p.49): "It is for consideration whether there might not be advantages in developing special procedure in Scotland for dealing with questions in the public law area comparable to the English prerogative orders." It was clear that it had not been Lord Fraser's intention in that passage to define the extent of the supervisory jurisdiction.

The context had been the entirely different one of concern about the time taken in the cases which were before him. It would be a mistake to assume that he had intended to narrow the supervisory jurisdiction from what it had previously been to a jurisdiction which was to be available only for review of the decisions of public bodies or officers acting in a public capacity.

It was of particular interest, therefore, that when the new rule

260B was made in due course (SI 1985 No 500) no limit whatever had been imposed as to the bodies officers or others to whose decisions it was to apply. Since RC 260B had been introduced by Act of Sederunt without any further enabling power having been conferred on the court by general legislation, it was a procedural amendment only which could not alter the substantive law.

Neither the nature or scope of the supervisory jurisdiction was affected by the new rule.

Furthermore, the rule required that all applications to the supervisory jurisdiction had to be made only by way of the new procedure. To treat the procedure as available only in some cases appropriate for the supervisory jurisdiction and not others would risk leaving those other cases without a remedy.

There was no difference between the law of Scotland and England as to the substantive grounds on which a decision might be challenged as ultra vires in such proceedings (Brown, *Wardie Property Co Ltd v Secretary of State for Scotland* (1984 S.L.T. 345)). The problem which had arisen in cases following the introduction of RC 260B was about the influence of English law on decisions about the competency of the procedure.

In *Connor v Strathclyde Regional Council* (1986 S.L.T. 530) the Lord Ordinary had said that the Court of Session had no power to review the performance of the supervisory jurisdiction to intervene "in a situation where there is no element of public law arising which is sufficient to attract public law remedies".

But to describe the supervisory jurisdiction as a public law remedy, and then to look for an element of public law as the test of whether it was available, was to introduce concepts which had had no part in the development of that jurisdiction over the last two centuries.

There were indications in that case of confusion between the relevance of English law to the substantive grounds for review and its irrelevance to questions of competency.

The most important of the cases since 1985, however, was *Tehrani v Argyl and Clyde Health Board* (No 2) (1990 S.L.T. 118) which had concerned a surgeon employed by the National Health Service. It had been submitted for the board in the Outer House that the dispute was essentially a matter of private law, being concerned with a breach of contract, and that it was not open to judicial review.

The Lord Ordinary had observed that *Forbes* had concerned a matter which was purely one of private law and that that had not

prevented the court from exercising its supervisory jurisdiction. "In my view [Forbes] is authority for the proposition that where quasi-judicial machinery is stipulated in a private contract... the court may exercise its supervisory jurisdiction."

However, that expression had carried with the risk of a misunderstanding, because the quasi-judicial machinery which the Lord Ordinary had proceeded to identify had been that of the board itself as the petitioner's employer. He had repeated as illogical the board's argument that, while the committee which had conducted the enquiry was open to judicial review, the board itself was not.

However, there was a distinction which could logically be made. The committee was a body which had been set up by the board to which a jurisdiction had been committed. In its case the tripartite relationship between an inferior tribunal, the appointing body and the petitioner had been established.

But the board itself had not been in that position. As the petitioner's employer it owed him the duty to act fairly. But the performance of that duty had been a matter to be regulated under the ordinary jurisdiction of the court according to the contract between employer and employee and was not amenable to judicial review.

In *Stuchell v Thackrah* ([1974] AC 727, 737) Lord Reid had described the argument that as all persons carrying out judicial functions must act fairly, therefore all persons who must act fairly are carrying out judicial functions, as completely illogical. Yet that same fallacy was, with respect, apparent in the Lord Ordinary's reasoning in *Tehrani* in reaching the conclusion that the functions of the board were quasi-judicial and thus subject to the requirements of natural justice and thus amenable to judicial review. The fact was, however, that the board had not been performing any function independent of its position as the employer, and for that reason its duty to act fairly had not been open to judicial review.

If, as the rubric of the report of the Inner House decision in *Tehrani* stated, the ratio of the decision had been that the test of the competency of a petition for judicial review was whether it raised a question of public law, then *Tehrani* would have introduced a novel and uncertain test which even in England had given rise to substantial difficulty.

As Lord Wilberforce had pointed out in *Dwyer v Speltz* (1984 AC 262): "The expressions 'private law' and 'public law' have recently been imported into the law of England from countries which, unlike our own, have separate systems concerning public law and private law. No doubt they are convenient expressions for descriptive purposes. In this country they must be used with caution, for, typically English law fastens, not upon principles but upon remedies."

from countries which, unlike our own, have separate systems concerning public law and private law. No doubt they are convenient expressions for descriptive purposes. In this country they must be used with caution, for, typically English law fastens, not upon principles but upon remedies."

However, on a proper analysis of the opinions in the Inner House, that part of the rubric was inaccurate. *Tehrani* was not authority for a public law test of competency. Any acceptance by the court of that terminology had to be regarded as strictly obiter because of the context of the arguments that had been submitted to the court Lord Wilby had said that the Lord Ordinary had been wrong to decline to follow English authority, and he had added that there was no good reason for differences between the two jurisdictions in development in that field.

In their Lordships' opinion, however, the origin and development of judicial review in the two countries were indeed different. The English approach appeared to be to focus upon remedies, whereas the Scottish approach was based essentially upon principle. Moreover, the choice of remedy had not in itself caused any difficulty in Scotland. The ordinary remedies of reduction, declarator and interdict were all available.

There were obvious disadvantages in attempting to follow English authority upon the distinction between public and private law as it developed case by case, not the least of which was the uncertainty which that would create: see *R v Panel on Take-overs and Mergers, ex parte Datafin plc* ([1987] QB 815).

Mr Macdonald had argued that wherever a discretion was to be exercised the court might interfere to control the manner of its exercise. However, that proposition was too broadly stated to be acceptable. The principles by reference to which the competency of applications under RC 260B were to be determined were well-settled

and could be defined thus: 1 The Court of Session had power, in the exercise of its supervisory jurisdiction, to regulate the powers by which decisions were taken by any person to whom a jurisdiction, power or authority had been delegated or entrusted by statute, agreement or any other instrument.

2 The competency of the application did not depend upon any distinction between public law and private law, nor was it confined to those cases which English law had accepted as amenable to judicial review, nor was it correct to describe RC 260B as a public law remedy.

The word "jurisdiction" best described the nature of the power, duty or authority committed to the person or body which was amenable to the supervisory jurisdiction of the court and was used here as meaning simply "power to decide". It could be applied to the acts or decisions of any administrative bodies and persons with similar functions, as well as to those of inferior tribunals.

Contractual rights and obligations, such as those between employer and employee, were not as such amenable to judicial review. The cases in which the exercise of the supervisory jurisdiction was appropriate involved a tripartite relationship between the person or body to whom the jurisdiction, power or authority had been delegated or entrusted, the person or body by whom it had been delegated or entrusted, and the person or persons in respect of whom or for whose benefit that jurisdiction, power or authority was to be exercised.

In the present case, there was no suggestion that the petitioner's concern was with the exercise of a jurisdiction, power or authority conferred on some third party who could be separately identified from his employer. There was no feature to place his case into any category other than that of an employee-employer dispute.

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### PENTLAND GROUP PLC

### EXCITING OPPORTUNITY FOR A TOP PROFESSIONAL

CHAIRMAN'S SECRETARY  
PENTLAND GROUP PLC

The Chairman of Pentland seeks a Secretary to assist him in his busy schedule and to help organise his hectic life.

Pentland is an International Consumer Products Business, most notably in Footwear and Clothing, including brands such as 'Speedo', 'Ella', 'Kickers', 'Morgan & Outers' and 'Pony'.

The person appointed will be a mature individual, efficient and intelligent, with a committed and enthusiastic personality. Additional languages French/German/Spanish would be an advantage, as excellent audio and word processing skills (preferably Wordperfect 5.1).

Organisational ability is essential, together with the ability to liaise with the Chairman's PA and deal with all kinds of correspondence and to manage the operations of the Chairman's office during his frequent overseas visits.

The necessary attributes also include a smart, well-groomed appearance, a confident, polished, well-spoken, articulate but relaxed style and the ability to relate well to people from the junior to the highest levels.

The position will carry an excellent salary, commensurate with its importance and seniority. It will be based at our corporate headquarters in Finchley, where we offer excellent benefits, plus subsidised staff restaurant, four acres of grounds, swimming pool and car parking. If you can offer all the above and have the sense of humour essential to survive this demanding role, send your CV with an explanation of how you meet the requirements to:

Mrs Anna Kees, Director of Human Resources, The Pentland Centre, Isleworth, Spelthorne Lane, Finchley, London N3 2QL.

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OPPORTUNITIES

SPORTS PR/MT/Exec. John Executive Director of fast-growing sports and leisure company in Wimbledon. This is a busy position for an experienced, confident, energetic, well-presented, multi-lingual (French, German, Italian, Spanish, Portuguese, etc.) person with a proven track record in sports PR/MT/Exec. Salary c.£18,000 per annum. Apply with CV to: Mrs. Anna Davies, Fletcher Kling Plc, Stratton House, Stratton Street, London W1X 5PE

### MULTI-LINGUAL

OPPORTUNITIES

GERMAN Bilingual and Bilingual Secretary. This is a full time position for a German speaking Secretary to assist a German speaking Director. The ideal candidate will have excellent keyboard skills and be able to handle a high volume of correspondence. Apply with CV to: Mrs. Anna Davies, Fletcher Kling Plc, Stratton House, Stratton Street, London W1X 5PE

### SUPER SECRETARIES

£16,000 PA Sec NWB. Student Secretary for a busy, successful, multi-lingual (French, German, Italian, Spanish, Portuguese, etc.) person with a proven track record in sports PR/MT/Exec. Salary c.£18,000 per annum. Apply with CV to: Mrs. Anna Davies, Fletcher Kling Plc, Stratton House, Stratton Street, London W1X 5PE

## THE CHARTERED INSURANCE INSTITUTE







## BBC1

- 6.00 *Cee-fax* (705451)  
 6.30 *Breakfast News* begins with *Business Breakfast* until 6.55 when there are news and topical reports with regular business, sport, weather, regional news and travel bulletins (4223411)  
 9.05 *Perfect Strangers*. American comedy series starring Bronson Pinchot and Mark Linn-Baker as long-lost cousins (r) (6434614) 9.30 *Today's Goutier*. Chef Jacques Pépin prepares gratin of scallops, ragout of rabbit with cornmeal au gratin and salad, followed by fresh fruit with minted apricot fondue (27091)  
 10.00 *News*, regional news and weather (6282275) 10.05 *Playdays*. Entertainment from Leicester for the young (s) (4412508) 10.25 *Stopgap* and *Tidyup*. Animation narrated by Terry Wogan (5285552) 10.35 *Discovering Animals*. Britain's native species of deer — the red, the roe and the fallow (r) (4555362)  
 11.00 *News*, regional news and weather (2006430) 11.05 *Travel Show*. Guides. The first of two programmes looking at what southern California has to offer the holidaymaker (r). (Cee-fax) (7340463) 11.35 *The Hogan Family*. American comedy series (4825256)  
 12.00 *News*, regional news and weather (7150324) 12.05 *Summer Scene*. Magazine series presented by Carol Keating and Linda Mitchell from the National Garden Festival in Ebbw Vale (860614) 12.55 *Regional News* and weather (60097188)  
 1.00 *One O'Clock News*. (Cee-fax) (1362) 1.30 *Neighbours*. (Cee-fax) (59853411)  
 1.50 *Tennis*. Live coverage of the Stella Artois championships, from Queen's Club, London. The commentators are John Barrett, Mark Cox and Paul Hutchins. Continued on BBC2 (5948979)  
 3.50 *Pingu*. Animated adventures of a dumpy penguin (r) (4418701) 3.55 *ChuckleVision* (r) (9329411) 4.15 *Watt on Earth*. Episode eight of the 12-part science fiction comedy thriller (r) (s) (7071986) 4.30 *Uncle Jack and Operation Green*. Episode one of a six-part comedy drama (r). (Cee-fax) (s) (4567527)  
 4.55 *Newsround* (6455550) 5.05 *Blue Peter*. With Yvette Fielding, John Leslie and Diane-Louise Jordan. (Cee-fax) (s) (119625)  
 5.35 *Neighbours* (r). (Cee-fax) (s) (999459) Northern Ireland: Inside Ulster  
 6.00 *Six O'Clock News* with Anna Ford and Andrew Harvey. (Cee-fax) (837546)  
 6.20 *Regional News* Magazines (843102). Northern Ireland: Inside Ulster  
 6.30 *EastEnders*. (Cee-fax) (s) (140)  
 7.00 *European Football Championship*. Live coverage of England's opening group game against Denmark, late substitute for Yugoslavia, in Malmö. Introduced by Desmond Lynam with studio comment from Jimmy Hill and Terry Venables. The commentators are John Motson and Trevor Bocking (2242334)  
 9.10 *News* with Michael Buerk. (Cee-fax) Regional news and weather (412661)  
 9.40 *Pomridge: Happy Release*. The best sitcom on television, even if it is 16 years old. This is a famous episode in which Ronnie Barker's Fletcher breaks his leg and finds himself in the prison hospital next to Blanco (David Jason). To put one over a fellow prisoner they cook up a scheme involving buried loot (r). (Cee-fax) (475121)



The Labour cause: leadership contender John Smith (10.10pm)

- 10.10 *Question Time* chaired by Peter Sissons in Derby. The panel is Ian Hay Davison and MPs Edwina Currie, John Smith and Paddy Ashdown (754633). Northern Ireland: Spotlight 10.40 *Question Time*  
 11.10 *Paradise*. Western drama series (937324). Northern Ireland 11.40-12.25 *Paradise* (446782) 12.00 *Weather* (5160164)

**VideoPlus+ and the Video PlusCodes**  
 The numbers now appearing next to each TV programme listing are Video PlusCodes. These numbers, which allow you to instantly programme your video recorder with a VideoPlus+ remote, are the most visible. Top in the Video PlusCode for the programme you wish to record. For more details call VideoPlus on 0899 121204 (calls charged at 43p per minute peak, 35p off-peak) or write to VideoPlus, VTM Ltd, 77 Fulham Palace Road, W6 8JA, Uxbridge, Middlesex, U.K. VideoPlus+ and Video PlusCodes are trademarks of Gemstar Marketing Ltd.

## BBC2

- 6.45 *Open University: Man-Made Macromolecules* (9319169). Ends at 7.10  
 8.00 *BBC Breakfast News* (1345614)  
 8.15 *Westminster*. A series of news from both Houses (6830850) 9.00 *Reviving Animals*. John Fildes and Maurice Mills with advice on cleaning and repairing antique toys (r). (Cee-fax) (1750898)  
 9.05 *Daytime on 2*. Educational programmes  
 2.00 *News* and weather (28033986) followed by *You and Me* (r) (5748578) 2.15 *Travel Show*. Portugal's Oporto and Douro Valley (r) (10378797) 2.20 *It's Ellen*. A profile of Ellen Allen who looks after six relatives, including her difficult mother-in-law, all aged over 80 (r) (6928699)  
 3.00 *News* and weather (1178614), followed by *Westminster Live*. Interviewed by Vivian White (5766275) 3.50 *News*, regional news and weather (4824527)  
 4.00 *Tennis*. Live coverage of the Stella Artois championships, continued from BBC1 (975091)  
 6.30 *Beating Retreat*. Eric Robson is the commentator as the Massed Bands of the Royal Air Force celebrate the fifty anniversary of the RAF Regiment on Horse Guards Parade (38140)  
 7.30 *Business Matters: The Miracle Workers*.  
 ● CHOICE: Singapore is the scene of the life of Wight and Hong Kong half as big as Surrey and neither has any natural resources. Yet the two former British colonies can boast an economic performance which puts that of the mother country to shame. A barometer when the British left in 1959 Singapore has no unemployment and the highest Asian standard of living outside Japan. Hong Kong is a booming temple to capitalism in which self-made millionaires make their piles and then buy estates of British commerce such as Harvey Nichols. David Lomax's report finds a common desire to work hard and seize opportunities but is mainly concerned to point the contrast between the interventionist Singapore where society is regulated at every level, and free market Hong Kong. (Cee-fax) (956)  
 8.00 *On the Line*. Investigative sports series presented by John Fashanu. This week's edition looks at pigeon racing, under threat from predatory peregrine falcons who kill the birds in flight, and examines violence on the sports field — are thugs being allowed to get away with too much? (7771)  
 8.30 *Deadly Off*. On. Your Night. Live. David Attenborough looks at nocturnal creatures (r). (Cee-fax) (3508)  
 9.00 *Rab C. Nesbitt*. The near incomprehensible Gorbals guru with more worldly observations. Thank Heavens for the Cee-fax subtitling. Starring Gregor Fisher (3332)



Rational man? Working for the Soviet dream (9.30pm)

- 9.30 *Pandora's Box: The Engineers' Plot*.  
 ● CHOICE: A Pandora's box, according to Brewer's excellent direction, is a present which seems valuable but is really a curse. In this new series the term is applied to 20th-century science, with reference tonight to the Soviet Union. In 1917 science was seen as a great liberating force, creating a brave new world in which everyone would be equal and free. The Soviet dream was to use science and technology to construct a new kind of rational human being, part of a social machine which the state could control. It soon ended in tears, destroyed by bureaucracy, power politics and the reluctance of Soviet citizens to act rationally. The programme points up some of the wider absurdities, such as setting production targets for such items as toothbrushes, tights and even coffins which would be met whatever the actual demand. (Cee-fax) (96237)  
 11.10 *Newsnight* with Frannie Stonor and Peter Snow (403782)  
 11.15 *The Late Show*. The guests include the feminist-baiting American critic Camille Paglia (s) (113817)  
 11.55 *Weekend Outlook*. A preview of the weekend's Open University programmes (5191034)  
 12.00 *Open University: Evaluating Outcomes* (9239928). Ends at 12.35  
 3.00 *RN Nursing Update* (55270). Ends at 4.00

## ITV

- 6.00 *TV-am* (7854051)  
 9.25 *Cross Wits*. Word quiz game hosted by Tom O'Connor (6430898) 9.55 *Thames News* (15065)  
 10.00 *Out of This World*. American comedy series about a teenage girl with an alien father and a human mother (r) (28782)  
 10.30 *This Morning*. Magazine series (48316140)  
 12.10 *The Riddlers*. Puppets series for children (r) (1363661)  
 12.30 *Lunchtime News* with Nicholas Owen and Sonia Ruseler. (Oracle) (18146527) 1.30 *A Country Practice*. Medical drama serial set in a small Australian country town (r) (69108782)  
 2.20 *The Green Line*. Daily Zartov and Alcatraz MacDonald look at green markets (57198614) 2.50 *The High Road*. Soap set in the Highlands (7548072)  
 3.15 *ITN News* headlines (9188931) 3.20 *Thames News* headlines (9189904) 3.25 *The Young Doctors*. Drama serial set in an Australian city hospital (3072237)  
 3.55 *Hudley Pig*. Animation (r) (4910324) 4.05 *T-Bag and the Pearls of Wisdom*. Children's comedy drama (r) (4428188) 4.30 *Rolf's Cartoon Club* (s) (661) 5.00 *Cartoon Time* (9982091)  
 5.10 *Who's the Boss?* American comedy series starring Tony Danza (424358)  
 5.40 *Early Evening News* with Carol Barnes. (Oracle) (17782) 5.55 *Thames News* (r) (450211)  
 6.00 *Home and Away* (r). (Oracle) (256)  
 6.30 *Thames News*. (Oracle) (508)



Granny pageant: Richard Thorp takes the mike (7.00pm)

- 7.00 *Emmerdale*. Alan Turner (Richard Thorp) judges the Glamorous Granny competition at the Hotten Show. (Oracle) (2879)  
 7.30 *The Full Treatment*. The health programme looks at self-administered remedies for children and an amusing new approach to dealing with chronic pain in the elderly. Presented by Josephine Buchan, with doctors Hilary Jones, Roy MacGregor and Rob Holden (r) (492)  
 8.00 *The Bill: World to Rights*. WPC Marshall, on attachment to the Domestic Violence Unit, answers a desperate call and finds herself in danger. Starring Lynne Kilday. (Oracle) (1327)  
 8.30 *This Week*. The Bishop and the Brotherkeeper. The Dutch have legalised their prostitution industry and next week the Mothers' Union will announce whether its members support legalisation in Britain. The Rt Rev Hugh Montefiore and Lydia Gladwyn of the IMU travel to Amsterdam to meet and talk to the girls and manager of "Club Love", the city's celebrated brothel. (Oracle) (3362)  
 9.00 *LA Law*. Glossy American courtroom drama series. (Oracle) (s) (492)  
 10.00 *News at Ten* with Trevor McDonald and, in reporting on the Earth summit, Alastair Stewart. (Oracle) (72053) 10.30 *Thames News* (720572)  
 10.40 *European Football Championship*. Highlights of England's opening group game against Denmark in Malmö and a preview of tomorrow's games between Holland and Scotland and CIS v Germany (502492)  
 11.30 *011*. Includes Richard O'Brien reviewing the film version of Stephen King's *The Lawnmower Man* (s) (614256)  
 12.05 *Am A Problem Aired*. Viewers' emotional problems discussed by experts (322454)  
 12.35 *Alfred Hitchcock Presents: My Dear Watson*. Watson and Holmes take on Professor Moriarty (8037947)  
 1.05 *Film: Doctor Franchise*. Gailard (1975) starring Annie Girardot. Sentimental French drama about a doctor who has a series of love affairs but has to reassess his life after she dies (330788)  
 1.30 *Handball*. The pilot episode of the American police drama series (r) (7812)  
 3.00 *America's Top Ten* (r) (s) (29473)  
 5.00 *Videoflash* (r) (99744)  
 5.30 *ITN Morning News* with Phil Roman (11893). Ends at 6.00

## CHANNEL 4

- 6.00 *Channel 4 Daily* (1562633)  
 9.25 *Schools* (84089140)  
 12.00 *The Parliament Programme* introduced by Anne Perkins (79966)  
 12.30 *Business Daily*. The latest news and analysis from the world's financial centres (21817)  
 1.00 *Sesame Street*. Entertaining pre-school learning series (r) (19072)  
 2.00 *Film: Love Crazy* (1941). b/w starring William Powell and Myrna Loy. Hecic comedy about a husband who fears insanity to prevent his wife from divorcing him. Directed by Jack Conway (412324)  
 3.50 *Autism*. 2000. Holes and Ratchford's 1963 animation about life with the motor car (r) (4919695)  
 4.00 *Check Out '92*. A look at prostate cancer (r) (s) (121)  
 4.30 *Fifteen to One*. Fast-moving knock out general knowledge quiz game, presented by William G. Stewart (633)  
 5.00 *The Oprah Winfrey Show*. The guests are parents accompanied by their uncontrollable teenage children (5157492)  
 5.55 *Laurel and Hardy*. Cartoon (548053)  
 6.00 *My Two Dads*. One American comedy about two bachelors who "inherit" a teenage daughter (r) (Teletext) (858)  
 6.30 *Tales from the Pooch Deck*. Episode three of the six-part comedy adventures of Blackie the dog, the private stalling Helen Atkinson Wood and narrative by Griff Rhy Jones (r). (Teletext) (s) (825)  
 7.00 *Channel 4 News* with Jon Snow and Zorba Bakow. (Teletext) (Weather) (528362)  
 7.50 *Comment* (704324)  
 8.00 *The Black Bag: A Legal Racket*. A documentary investigation into some of the operators who may exploit the people they claim to help in dealing with the complexities of British law. The programme features people whose lives have been put at risk by deportation as a result of the advice they received from their commercial advisers (6169)  
 8.30 *The Crystal Maze*. Six more intrepid contestants face challenges by the maze-master Richard O'Brien (s) (57985)



Murder trial: Lyman Ward defends his brother (9.30pm)

- 9.30 *True Stories: Brother's Keeper*.  
 ● CHOICE: A long but intriguing documentary from the United States homes in on the four Ward brothers, dairy farmers in New York state. They are elderly, uneducated and live in a cluttered two-room shack without modern comforts. When Bill is found dead, Delbert, who shared his bed since they were boys, is accused of murder. The police case is that Delbert suffocated his brother, who had been suffering severe pain, to put him out of further misery. Delbert denies it and the villagers rally round him, raising money for his defence. The film establishes the contrast between this simple-minded, slow-talking countryman with his baseball cap and whiskers and the sharp-suited city detectives. It does seem a case, as one local says, of us and them. The climax is Delbert's trial, where the cameras follow step by step. (Teletext) (378072)  
 11.15 *Sumo*. Last in the Japanese wrestling series (s) (36614)  
 11.45 *The Bridge*. Episode six of the eight-part drama set in a small Dutch town on the eve of the second world war. In Dutch with English subtitles (559695)  
 12.40 *Film: Benny's Place* (1982) starring Louis Gossett Jr and Cicely Tyson. A powerful made-for-television drama about an elderly businessman who feels his job and status are being threatened by younger men. Directed by Michael Schultz (880725). Ends at 2.25

## SATellite

## SKY ONE

- Via the Astra and Marpol satellite.  
 6.00am *The DI Kai Show* (1980701) 8.40 *Mr. Peppermint* (1516800) 8.55 *Lamb Chops* (1516800) 9.30 *The Pyramid Game* (58885) 10.00 *Let's Make a Deal* (59540) 10.30 *The Bold and the Beautiful* (28998) 11.00 *The Young and the Restless* (80940) 12.00 *5.30 News* (81655) 1.00pm *E Street* (12256) 1.30 *Coronation Street* (20499) 2.30 *Another World* (7694614) 3.15 *The Brady Bunch* (7694614) 3.45 *The Brady Bunch* (7694614) 4.15 *The Brady Bunch* (7694614) 4.45 *The Brady Bunch* (7694614) 5.15 *The Brady Bunch* (7694614) 5.45 *The Brady Bunch* (7694614) 6.15 *The Brady Bunch* (7694614) 6.45 *The Brady Bunch* (7694614) 7.15 *The Brady Bunch* (7694614) 7.45 *The Brady Bunch* (7694614) 8.15 *The Brady Bunch* (7694614) 8.45 *The Brady Bunch* (7694614) 9.15 *The Brady Bunch* (7694614) 9.45 *The Brady Bunch* (7694614) 10.15 *The Brady Bunch* (7694614) 10.45 *The Brady Bunch* (7694614) 11.15 *The Brady Bunch* (7694614) 11.45 *The Brady Bunch* (7694614) 12.15 *The Brady Bunch* (7694614) 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